PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 36 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA SEPTEMBER 4, 1920

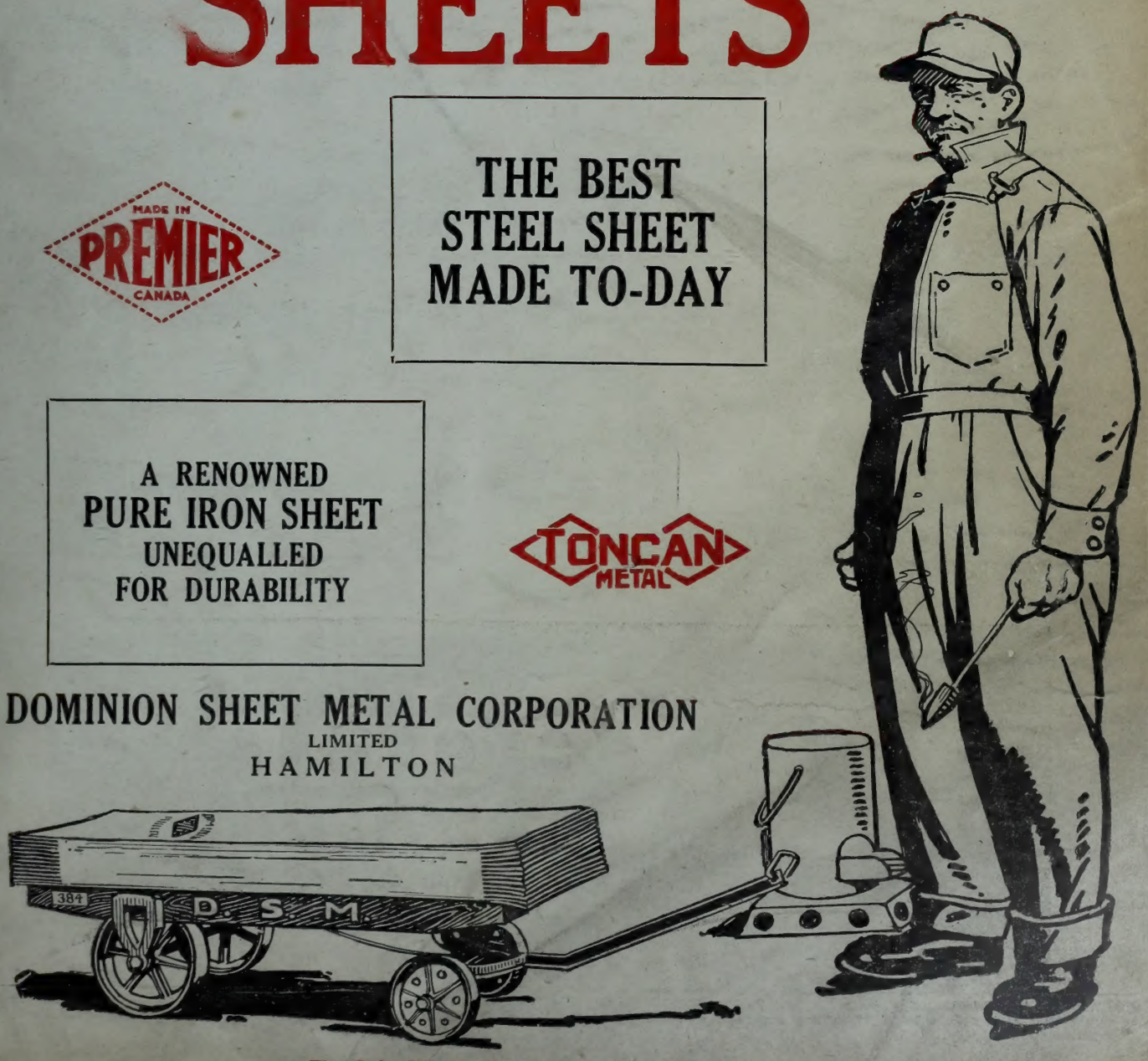
GALVANIZED SHEETS

MADE IN PREMIER CANADA

THE BEST STEEL SHEET MADE TO-DAY

A RENOWNED PURE IRON SHEET UNEQUALLED FOR DURABILITY

TONCAN METAL

DOMINION SHEET METAL CORPORATION
LIMITED
HAMILTON

DO YOU BELIEVE IN SIGNS?

Most business men do.

Retail dealers in particular. They believe in signs, because by actual tests they have found certain signs pull business.

For example—O-Cedar Polish Window Signs, Store Signs, Show Cards, attractive Store Hangers and Display Stands.

They attract attention and act as a reminder to a customer to buy more of their favorite—O-Cedar Polish.

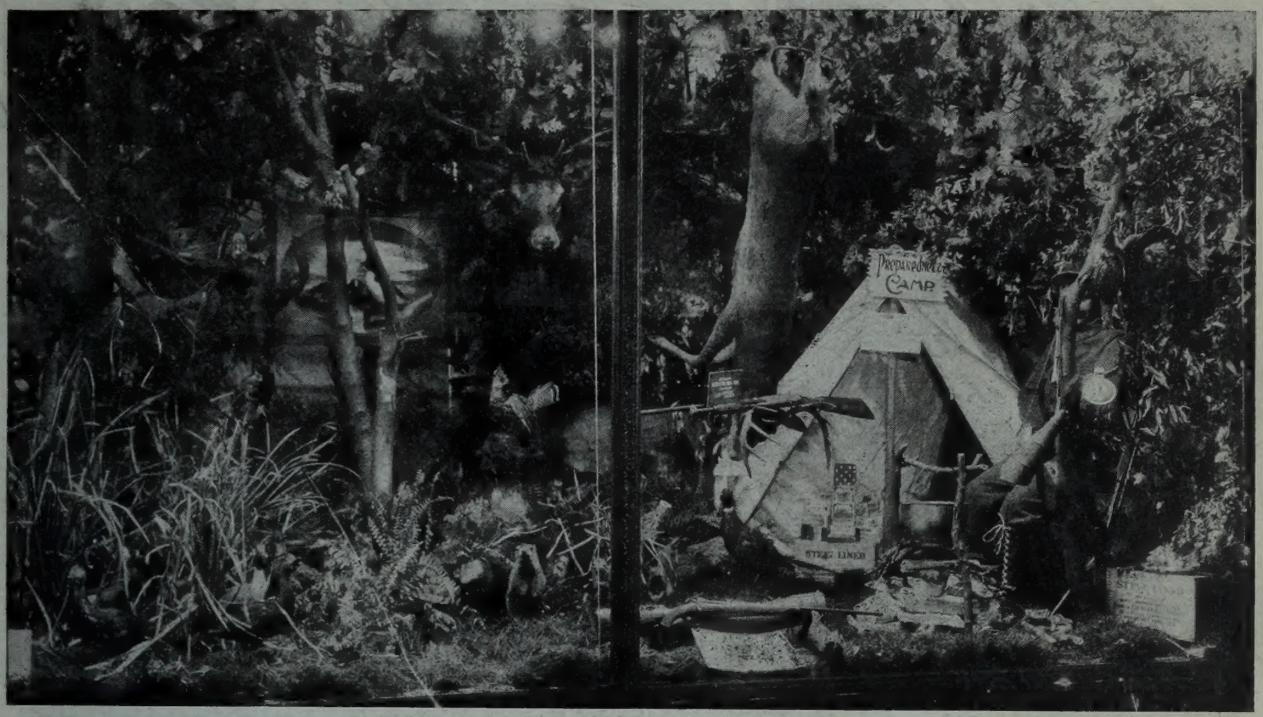
And to make your windows attractive. The well-known O-Cedar girl with her pleasant smile will brighten up your window. She puts the finishing touch to a window dressed with O-Cedar Polish and O-Cedar Polish Mops in a way that makes folks stop, look and buy.

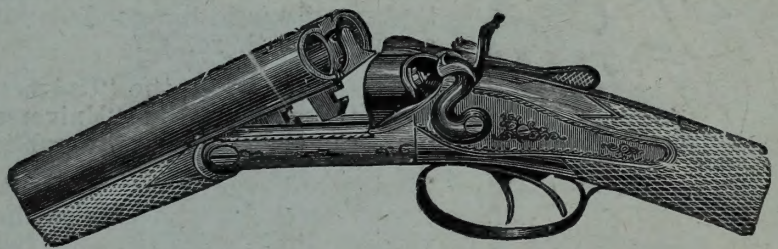
Write or phone for an assortment of handsome O-Cedar signs, window cards and dealer helps. They are free. They are sure signs of quick turnover and good profits.

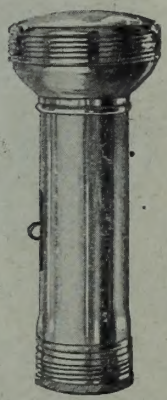
Channell Chemical Co., Limited, Toronto

O-Cedar Polish

HARDWARE AND METAL, September 4, 1920. Volume XXXII., No. 36. Published every Saturday at Toronto. Yearly subscription price, $4.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



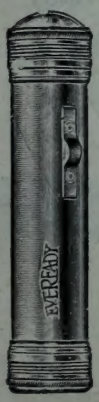




Prepare for the Fall Hunting Season

There is a growing tendency for men to spend their vacation in the Autumn and as far away from civilization as possible. This means a demand for guns, rifles, ammunition, flashlights, etc. Are you ready for this demand?

Our stock of shot guns and rifles includes: Victor, Winchester, Remington and Savage, etc., and a full range of ammunition for same.

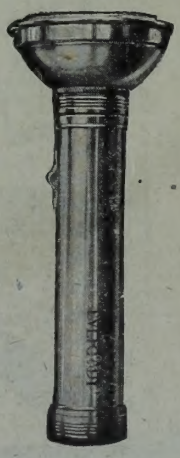


Columbia 1561 Hotshot Battery makes an excellent camp light. When fitted with a 2 C.P., 6-8 volt lamp gives 65 hours' steady light or 98 hours' intermittent.

No. 2561 Hotshot gives 200 to 290 hours.

No. 3561 gives 400 to 470 hours.

Order your Eveready Daylos and Columbia Batteries now.



RICE LEWIS and SON, LIMITED

VICTORIA ST. - TORONTO

Ask the "Rice Lewis" Man

If interested tear out this page and place with letters to be answered.

All Satisfied

UNIVERSAL CUTLERY

Well Made — Well Known
Easy to Sell — Best to Own

A manufacturer may know that his goods are the best ever, but unless he comes out in the open and says so with force and frequency, nobody else will know it. Letting people know that quality is in the goods is just as important as putting it there.

There is quality in the "Universal" line—there is confidence in the "Universal" name—the name is firmly fixed in the public mind.

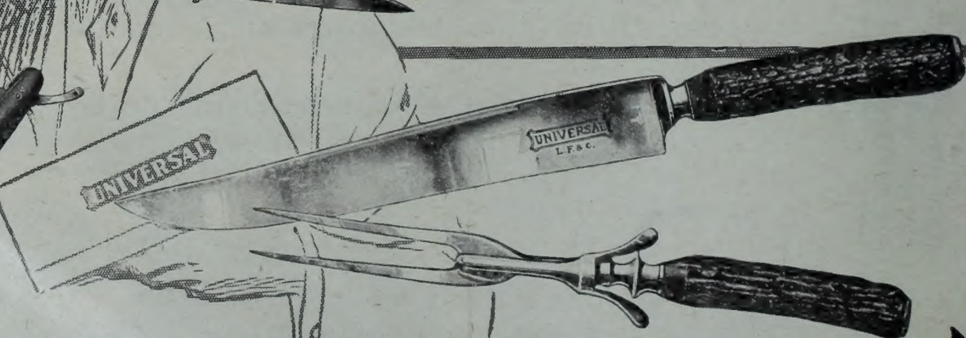
That word works as a silent salesman for every merchant who carries the line. It advertises the dealer's good faith, imbues his clerks with enthusiasm, helps lead the halting customers across the finish line accompanied by a joyous jingle in the cash register.

Canadian Representative:

Montreal A. MACFARLANE & CO., LTD. Quebec

LANDERS, FRARY & CLARK

New Britain, Conn.



UNIVERSAL CUTLERY

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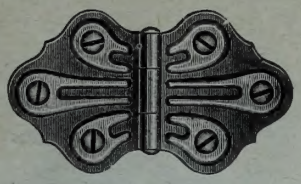
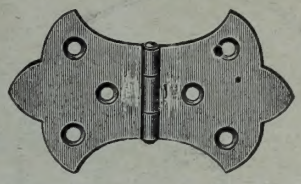
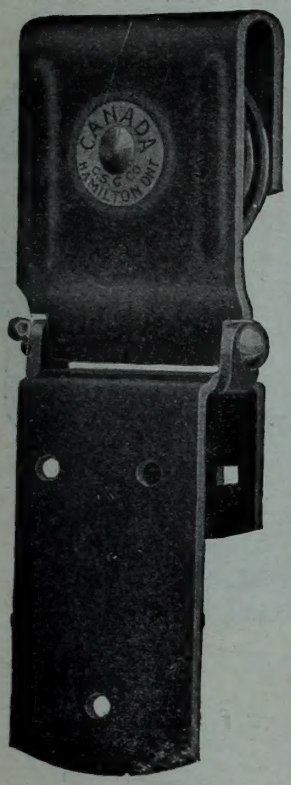


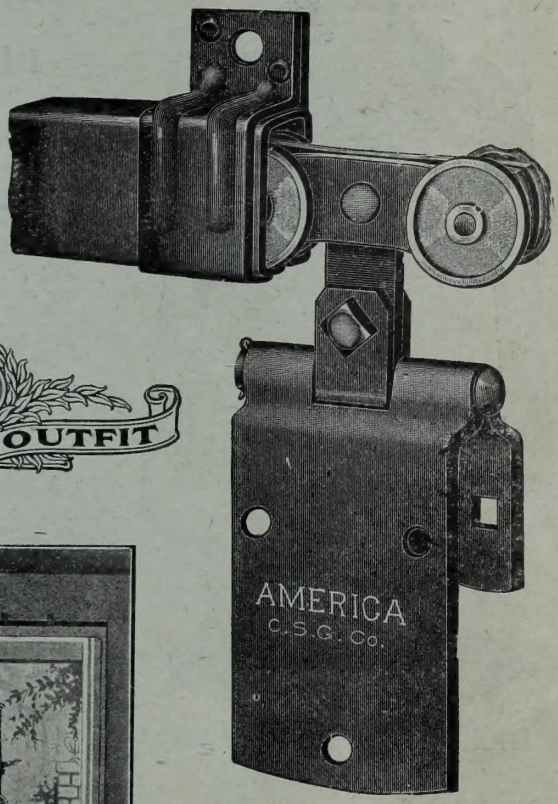
"Butterfly" Pattern No. 1431

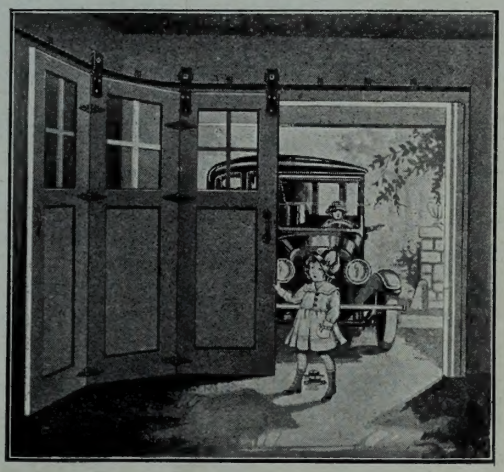


"Clover Leaf" Pattern No. 1490



THE HATCH GARAGE DOOR OUTFIT





Things That Sell Every Day

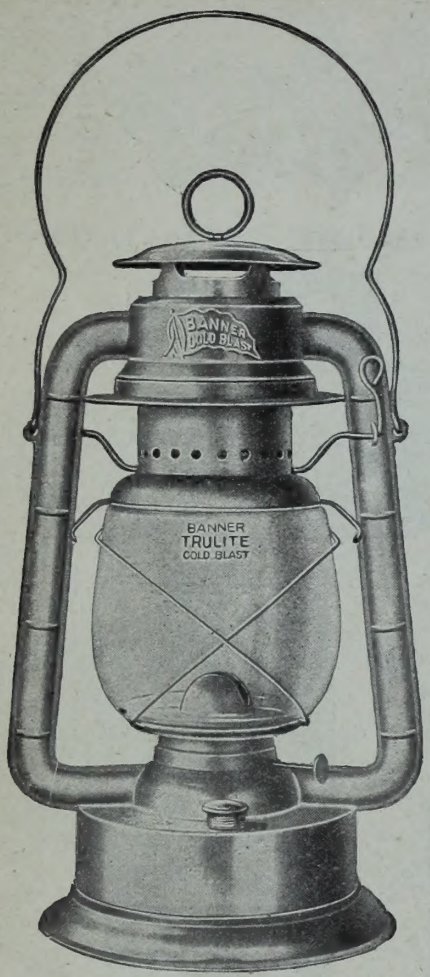
These few articles, selected at random from the extensive lines of the Canada Steel Goods Company, Limited, are merely suggestions of "things you sell every day."

This is a line of dependable, reliable articles that brings steady and worth-while returns to the merchant. We suggest that you send for Catalogue "D"; examine it well, and then sort up your lines of Builders' Wrought and Garage Hardware.

Canada Steel Goods Co., Limited

Hamilton **Canada**

If interested tear out this page and place with letters to be answered.



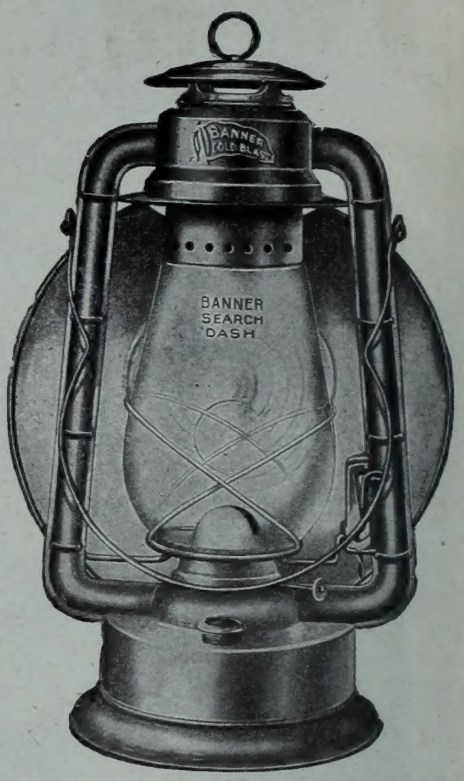
SHORT GLOBE COLD BLAST

LANTERNS

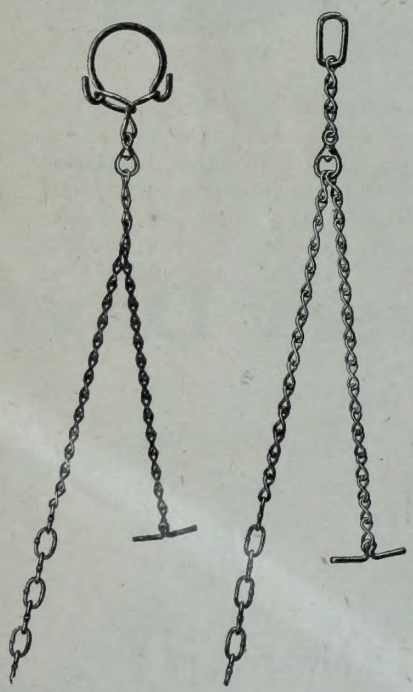
THAT DO NOT
BLOW OUT

EVERY ONE IS
STRONG AND
STURDY

FITTED WITH
LONG OR SHORT
GLOBES



DASH LANTERN



COW TIES

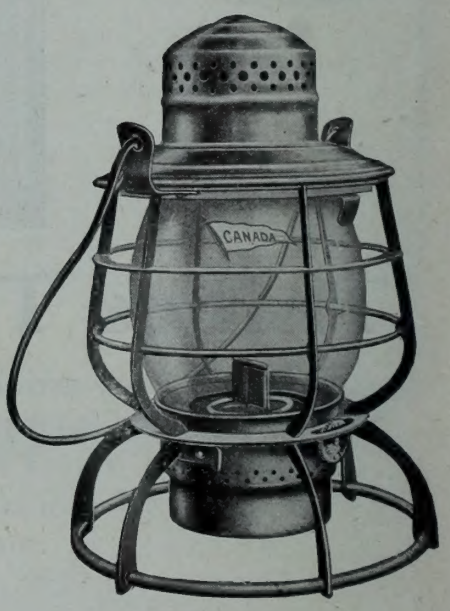
Order early to insure delivery

Do not forget

WEATHER STRIP

TAPLEX
POCKET AND BODY
WARMERS

BARN DOOR
HANGERS
AND TRACK



RAILROAD

CAVERHILL, LEARMONT & CO.
MONTREAL

Plymouth Rope

Manila Fiber Is a Product of the Wild Banana Plant Grown Exclusively in the Philippine Islands

The first essential in a rope is good material; second, good workmanship and a knowledge of rope construction that the fiber may be properly combined into a good whole, possessing strength, utility and service.

Manila fiber which is grown exclusively in the Philippine Islands is the best material for rope-making from the standpoint of strength, flexibility and durability. The plants are cultivated as illustrated above, and after about three years' cultivation some of the stalks are ready to cut. The native operations of cutting, stripping and cleaning the fiber for commercial purposes will be illustrated and described consecutively in a series of educational advertising of which this is the first.

Because of its dependence upon soil cultivation, moisture, sunshine and the degree of care exercised in the processes of gathering and cleaning, the quality of Manila fiber varies to a considerable extent, so that while a rope may be called "Pure Manila," it is not a safe indication of quality. The quality of Plymouth Rope is high-grade and is uniformly maintained.

All Canadian Jobbers Handle Plymouth Rope

PLYMOUTH CORDAGE COMPANY

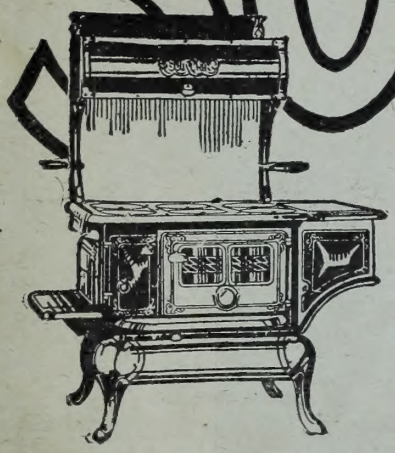
NORTH PLYMOUTH, MASS. WELLAND, CANADA

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

If interested tear out this page and place with letters to be answered.

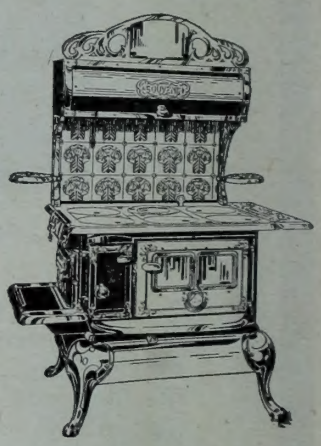
SOUVENIR



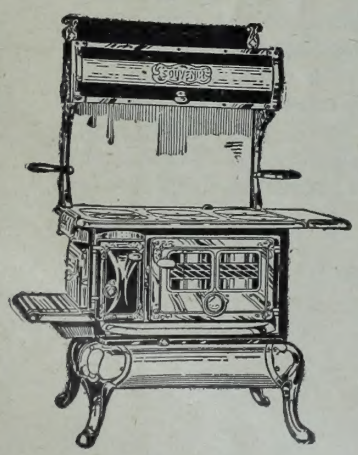
STOVES and RANGES

THE HOUSEWIFE'S CHOICE FOR SEVENTY-FIVE YEARS

We extend a cordial invitation to all dealers who visit the Toronto Exhibition to inspect our goods which are shown in the Stove Section of the Industrial Building.



In addition to our Stoves and Ranges, we also display a full line of Builders' Hardware and Souvenir and New Idea Warm Air Furnaces.



If you do not intend coming to Toronto, write us for catalogue covering any of the lines you are interested in.

All of our goods are sold with a Guarantee.

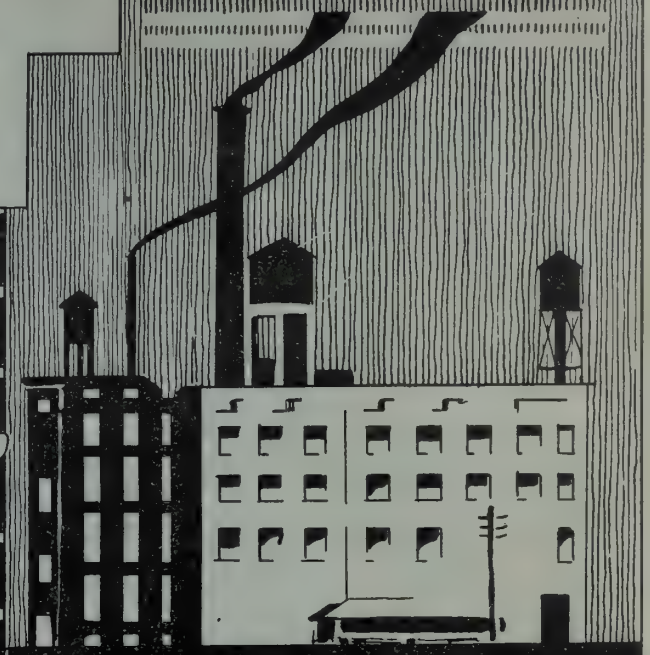
THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:
W. C. CHESTER, Hamilton St., Vancouver. F. C. MOORE, 134½ Higgins Ave., Winnipeg.

WILT

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS



"Where there's a WILT— there's the Way."

Customer-Satisfaction

Brings Continuous Sales

Nothing builds customer-satisfaction like handling "Quality" goods. It not only means added good-will and prestige, but the satisfied customer returns again and again. He sends his friends—and they send theirs.

When you handle WILT products you handle the acme of quality. Quality insured at each step by the selection of perfect materials; by inspection that includes chemical analysis and research; and by constant, painstaking effort to discover possible improvement.

With such quality as this you build business that assures its own growth and success.

Ask your dealer or write him direct for our catalogue "C."

TRADE WILT MARK

Wilt Twist Drill Company of Canada, Limited

WALKERVILLE - - - ONTARIO

Starrett Hack Saws

STARRETT HACK SAWS CUT QUICKER LAST LONGER

STARRETT TOOLS

On emergency jobs, as well as for the regular run-of-work in the shop, Starrett Hack Saws are continually proving their right to the name of "the blades that cut quicker and last longer."

Have all your customers a copy of the new Starrett service book, "Hack Saws and Their Use," the book of hack saw economy?

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS. 42-91

GENERAL VIEW HAMILTON WORKS

CANADA WORKS HAMILTON

DOMINION WORKS MONTREAL

Quality

THE

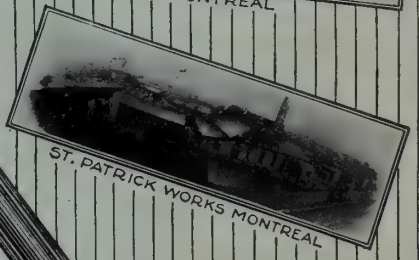
STEEL COMPANY OF CANADA

LIMITED

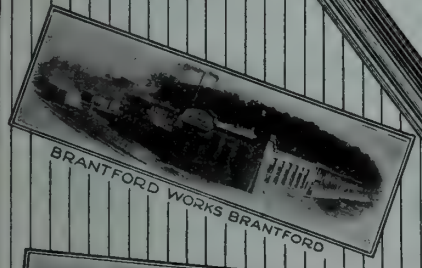
HAMILTON MONTREAL

Service

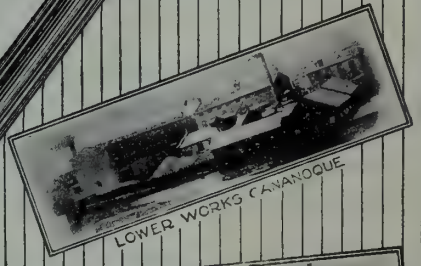
ROLLING MILLS BELLEVILLE



ST. PATRICK WORKS MONTREAL

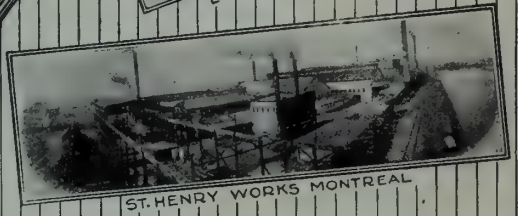


BRANTFORD WORKS BRANTFORD



LOWER WORKS CANANOQUE

SWANSEA WORKS TORONTO



ST. HENRY WORKS MONTREAL

GENERAL VIEW OF NOTRE DAME WORKS MONTREAL

These Plants and the Organization that directs and operates them, stand back of and Guarantee Quality and Service at All Times

If interested tear out this page and place with letters to be answered.

THE NEW HOME

of HARDWARE PRODUCTS

When you are in Town, call and see us.

THE DIAMOND ON HARDWARE

Is Our Guarantee

PRODUCTS—Heavy Tee and Strap Hinges, Corrugated Tee and Strap Hinges, Safety Hasps, Chest Handles, Door Hangers and Track of all kinds. Flat Track, Round Track, Square Trolley Track and Round Trolley Track. Labeled Fire Door Fixtures, Flat or Round Track, sliding or swinging.

If you have not received a copy of our 1920 Catalogue write us at once

Quality HARDWARE

SLATER & BARNARD, LIMITED

HAMILTON, ONTARIO

If interested tear out this page and place with letters to be answered.

You Do Not Yell To Make Sales

WINDOWS were first used to allow the entry of light into dwelling places.

Ninety-five per cent. of the windows in the world to-day are still used for that purpose.

The other five per cent. should function as money-makers.

The chief duty of a store window is not to let light in. That is merely incidental.

Your store window saves you the bother of standing outside your store and yelling at passersby to come in and look over your stock. Your store window is your silent salesman.

Becomingly dressed, this window will make many sales and create interest in what you are selling. Poorly dressed it will do you more harm than good.

Part of our service to our customers consists of helping them with window-dressing schemes, price cards, etc., to dress their store windows. For the different seasons we have different window-dressing schemes, and right now we suggest a window display of Beacon Lanterns, Hot Blast Heaters, Daisy Oil Cans, **SMP** Acorn Oil Cans, and similar lines for burning or holding coal oil—lines that are saleable in the months of September and October.

Beacon Lanterns—Both in Canada and abroad, this well-known Lantern is winning and holding friends, "A Good Friend After Dark."

Hot Blast Heaters—
Give as much heat as any, look as well as any, cost half as much as any.

Daisy Oil Cans—
Hot Galvanized throughout. The favorite lay-down pattern Oil Can.

SMP Acorn Oil Cans—
The Favorite Pump Oil Can for safely filling Lamps and Lanterns.

Coal Oil Cans—
Our lines of Coal Oil Cans have been the standard for years. You can rely on them being free from leaks.

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

Montreal TORONTO Winnipeg

Vancouver

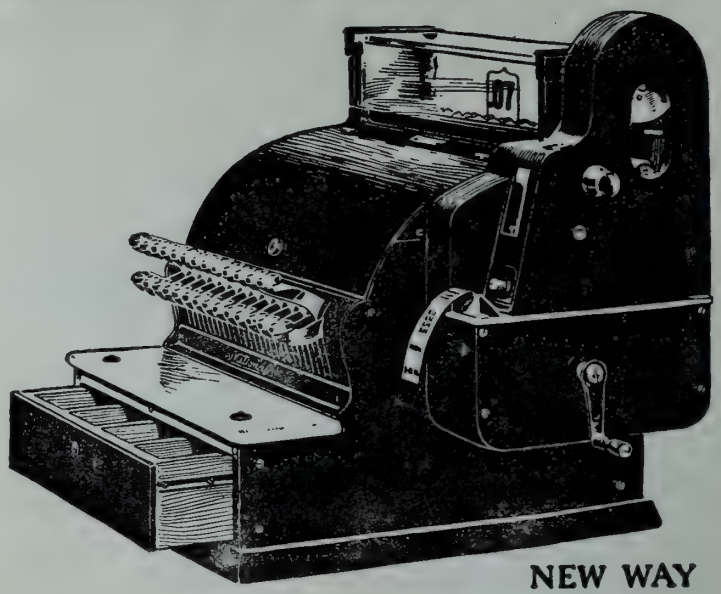
If interested tear out this page and place with letters to be answered.

No more mistakes in adding up the items of a sale

OLD WAY

By hand and brain and pencil.

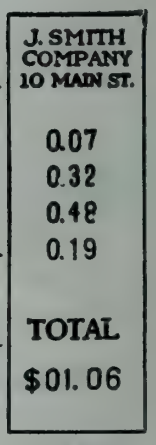
Makes mistakes.
Causes losses.
Causes worry.



NEW WAY

This new receipt-printing cash register adds the items by machinery.

1. It prints a receipt for each customer.
2. It prints the price of each article.
3. It indicates the price of each article.
4. It prints the total of all items.
5. It retains an added and printed record.



Copy of receipt, with merchant's name, printed for each customer.

It also does many other things which have made National Cash Registers a business necessity.

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED
TORONTO, ONT.

If interested tear out this page and place with letters to be answered.

Easy Sales At Good Profits

That happy grin of anticipation invariably broadens into the contented smile of realization if you sell him Brown & Sharpe Tools.

For seventy years they have meant just that to the mechanic—satisfaction. With unnumbered B & S boosters in your town, naturally sales are easy. The demand is there—can you fill it?

WE PROTECT THE DEALER

BROWN & SHARPE MFG. CO.

PROVIDENCE, R. I., U. S. A.

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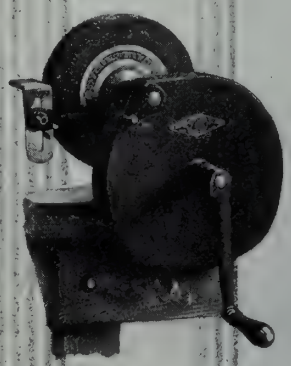
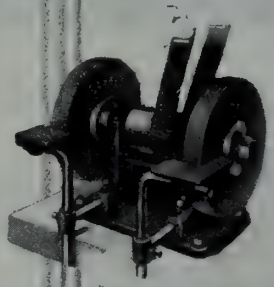




Ask Any Mechanic to look over a Carborundum Niagara Grinder

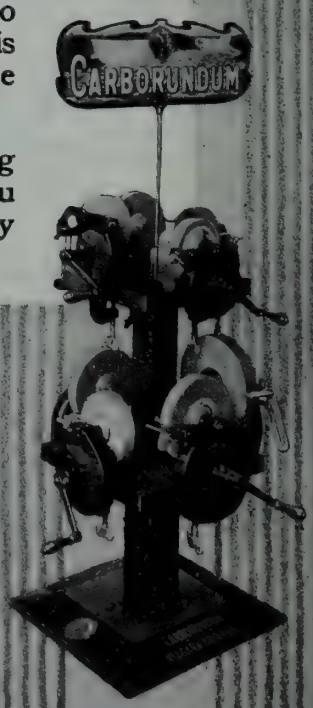
HE will find every model so sturdily serviceable, so mechanically right, so sensibly designed and so carefully put together that he will tell you to "wrap one up."

He will find that the gears are accurately cut, that the little machines run true and smooth—that the castings are strong, durable, oil tight.

He will find many little mechanical perfections that he won't see in any other machines.

And he will be pleased to note that every grinder is equipped with a genuine Carborundum Wheel.

Glad to send catalog—quote prices—tell you about our free display stands.



Carborundum Niagara Grinders

All you need to do is to stock them

If interested tear out this page and place with letters to be answered.

Story for Week Dated September 4, 1920 Being No. 21 in the Series

From Match Wagon To Fast Freight

THE central illustration above symbolizes the astonishing growth of the E. B. Eddy Company's business since 1851, when the late Ezra Butler Eddy did all the selling and delivering of his matches by wagon and team over great distances. In this part of Canada a few veteran retailers recall with pleasure the visits of the late E. B. Eddy and his sales of matches at the retail stores.

Great changes have come about since that early day, both in the E. B. Eddy business and the great Dominion of Canada. Modern auto trucks replace the horse vehicle that helped lay the solid foundation of the business; great railway sidings at the plant and fast trains have broadened the territory until there is scarcely a geographical limit to the sale of Eddy Company Products to-day.

Where the small rented factory then stood, vast buildings have been erected; the fuming, thundering Chaudiere Falls have been called from their idle sport of creating dancing rainbows to the more useful task of developing 18,000 horse-power for the E. B. Eddy plant of to-day.

Ezra Butler Eddy set in motion a great business where none had been. From the Chaudiere Falls, idle for centuries, he brought 18,000 horse-power to serve him, and from the age-old forest he developed the undreamed of wealth in wood-pulp.

It was Mr. George H. Millen's lot to succeed to this great work, and by his ability as a business executive and with his inventive skill, to bring this great plant to the marvellous state of efficiency in which it stands to-day under his Presidency.

Products That Build Sales

Indurated Fibre Ware

Sells because of special valuable qualities that win the customer; builds repeat sales because customers appreciate the satisfying service rendered.

It never leaks because it is made in one piece, seamless and without joints, offering no crevices in which germs can lodge. It cannot be battered or bent, nor can it shrink, rust or fall apart. It holds the heat of hot water longer and is lighter to handle.

Good for the Hardware Dealer.

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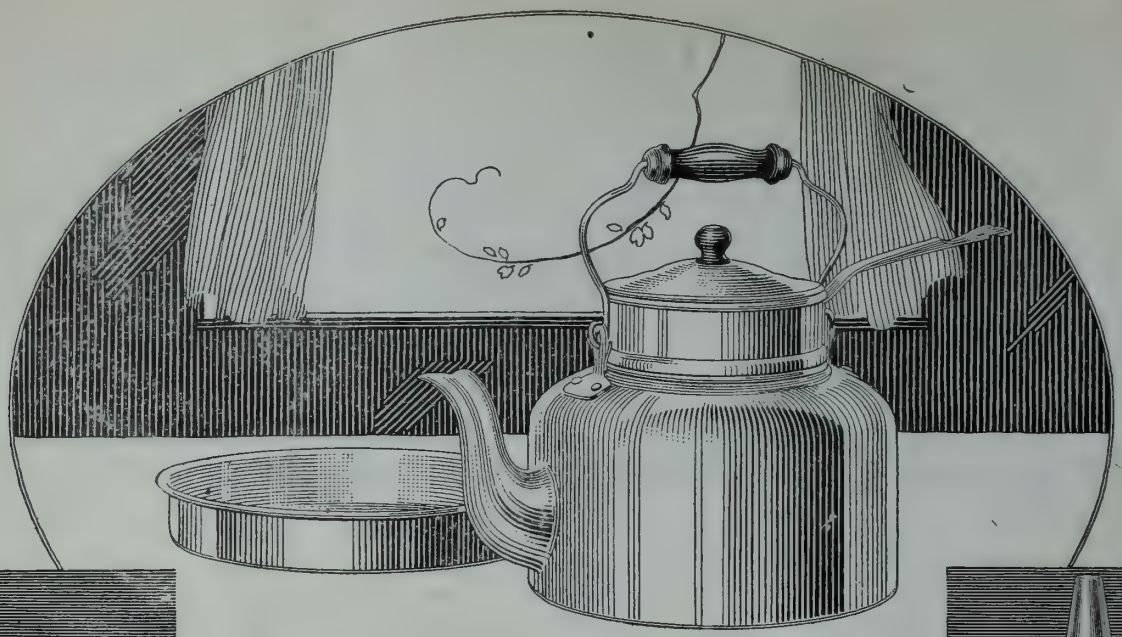
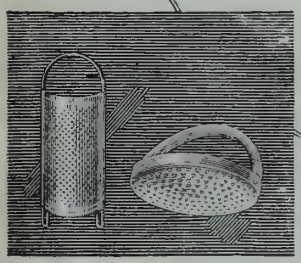
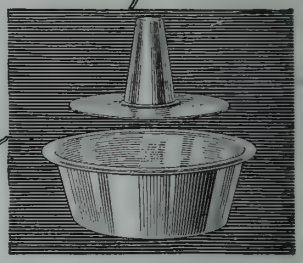
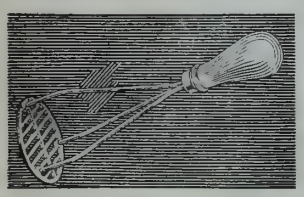
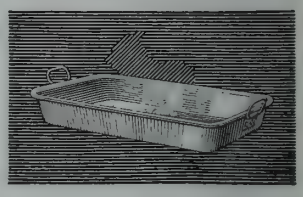
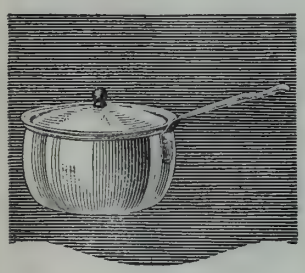


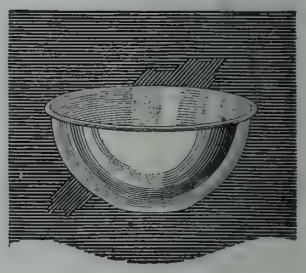












A·G·M·CO.
VIKO
ALUMINUM

Always Dependable— A Money-Maker

The modern housewife's marked preference for aluminum cooking utensils is easy to understand. Aluminum is light in weight, therefore easy to handle. It is tough, durable, and neither chips nor cracks. Moreover, it is an excellent conductor of heat.

But the modern housewife wants aluminum ware that is sturdily constructed and well designed, a *branded* ware that she can identify when she wants to buy again. Thousands are asking for VIKO, The Popular Aluminum—first, because Viko gives perfect satisfaction in use; second, because Viko is popular in price.

You can make money on Viko.

Ask Your Jobber

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wisconsin, U. S. A.
Makers of Everything in Aluminum

VIKO
The Popular Aluminum

If interested tear out this page and place with letters to be answered.

A RAZOR THAT SHAVES HIM

Men have learned from experience that the same kind of razor or razor blade will not shave every beard and leave the face cool and comfortable.

They know that a man with rugged skin requires an entirely different razor from the man with tender skin.

There used to be a lot of guesswork in razor buying and selling. Securing the proper razor was considered more or less a matter of luck. Customers were often dissatisfied when the razor they bought would not shave them with comfort. They blamed the dealer.

Now razor buying and selling has changed. Dealers carry the GENCO LINE and are in a position to sell more than razors. They can assure each customer that he is to secure satisfactory shaving service.

And the Dealer is backed by the Maker's Guarantee:—

"GENCO RAZORS MUST MAKE GOOD OR WE WILL."

THERE IS A GENCO RAZOR
For Every Condition of Beard and Skin

Handsome Genco Display Cabinets are supplied with assortments of Genco Razors which include a wide variety of styles. The proper razor for each customer.

A brief but thorough clerks' selling chart is attached to each cabinet and always in sight.

Order one of these assortments from your Jobber and sell each customer

A Razor that will shave him.
If your jobber can't supply you, write us.

GENCO WEEK
NOVEMBER 8TH TO 13TH
$1,000
IN CASH PRIZES

Tell your window decorator to watch our advertisement in Hardware and Metal, September 18, for particulars. He can win one of the prizes and increase your sale of Genco Razors at the same time.

A Genco Display Assortment on your Cutlery Counter will help too. Order one now.

GENEVA CUTLERY CORPORATION
159 Gates Avenue Geneva, N.Y.

If interested tear out this page and place with letters to be answered.

This advertisement appeared in the Saturday Evening Post for August 21.

No. 32 Ratchet Brace—the carpenter's stand by.

No. 5 Hand Drill is a favorite for light metal work.

MILLERS FALLS TOOLS

If interested tear out this page and place with letters to be answered.

Work of Hand, Head and Heart--- and *your* part in it

MEN who work with their hands love good tools. All day long, their tools are their intimate companions. Accurate balance, smooth operation, keenness of cut are part of their very thought.

Men such as these are your best customers. As they build up their kits, or replace tools which, after years of service, have lived their life, they come to your store for Millers Falls Tools. Training-school graduates and seasoned veterans both know that the Millers Falls trademark stands for the best.

Through advertisements in The Saturday Evening Post, the story of Millers Falls quality is being told to your big untouched market—the man who "tinkers" about the house. If he buys his Millers Falls tools from you, he will as well buy hinges, hasps, screws, locks—the hundred - and - one things that a handy man adds to his home and his car.

Write us for the Millers Falls Handbook for Mechanics

MILLERS FALLS COMPANY

Millers Falls, Mass.

MILLERS FALLS TOOLS

If interested tear out this page and place with letters to be answered.

A Fine Fall Dress for Your Window

IT is a most attractive lithographed cardboard "cut-out" done in nine colors, standing 4½ feet high and when set up as illustrated about 6 feet wide. Imagine it as a core or background for a display of merchandise.

It is free with dozen orders for Bissell Sweepers placed either direct or through our jobbers. Full details and illustration in full colors in Bissell's Fall Holiday Offer. Copy on request.

With production and shipping conditions as they are, you should order all Fall and Holiday merchandise as early as possible — now.

BISSELL CARPET SWEEPER CO.

of Canada, Limited. Niagara Falls, Ont. (Factory) and
GRAND RAPIDS, MICH.

OLDEST AND LARGEST SWEEPER MAKERS

If interested tear out this page and place with letters to be answered.

BISSELL'S

CARPET SWEEPERS

Needed for Everyday Use, as You May Judge From Your Own Home

"Cyco" BALL BEARING

American Walnut Case, oil rubbed, nickeled end plates and fittings. Rubber corner cushions.

Retail { *Eastern Provinces* $8.00
Western Provinces $8.25

"Cyco" BALL BEARING

Distinctive Golden Oak Case, oil rubbed. Nickeled fittings. Rubber Corner Cushions.

Retail { *Eastern Provinces* $7.75
Western Provinces $8.00

"Cyco" BALL BEARING

Assorted finishes, Golden Brown and Mahoganized Sycamore. Rubber Corner Cushions. Nickeled or Japanned fittings.

	Nic.	Jap.
Retail { *Eastern Provinces* . .	$7.50	$6.75
Western Provinces .	$7.75	$7.00

"CYCO" Bearing

Mahoganized Sycamore Case. Japanned fittings.

Retail { *Eastern Provinces* $6.50
Western Provinces $6.75

Reddish Mahoganized Sycamore Case. Japanned fittings.

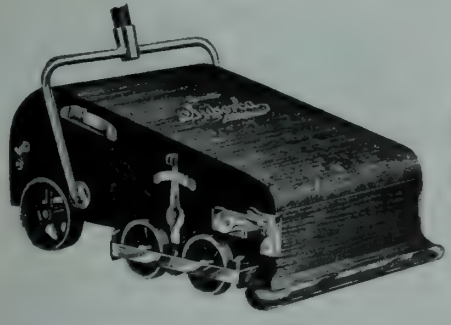
(No Set Price)

Like Standard but has no reversible bail spring and pans dump separately.

(No Set Price)

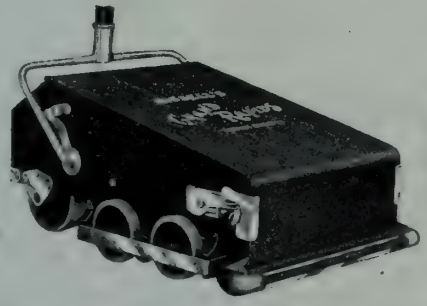
VACUUM SWEEPERS

More Efficient Than Some Electrics, for Homes Not Wired or Who Count the Cost



DeLuxe Mahagany Case, oil rubbed. Nickeled fittings. Rubber Corner Cushions.

Retail { *Eastern Provinces* $17.00
Western Provinces $17.50



Brown Mahoganized Sycamore Case, oil rubbed. Nickeled fittings. Rubber Corner Cushions.

Retail { *Eastern Pravinces* $15.00
Western Provinces $15.50

Reddish Mahoganized Sycamore Case. Japanned fittings.

Retail { *Eastern Provinces* $13.00
Western Provinces $13.50

BISSELL CARPET SWEEPER CO.

of Canada, Limited, Niagara Falls, Ont. (Factory) and

GRAND RAPIDS, MICH.

OLDEST AND LARGEST SWEEPER MAKERS

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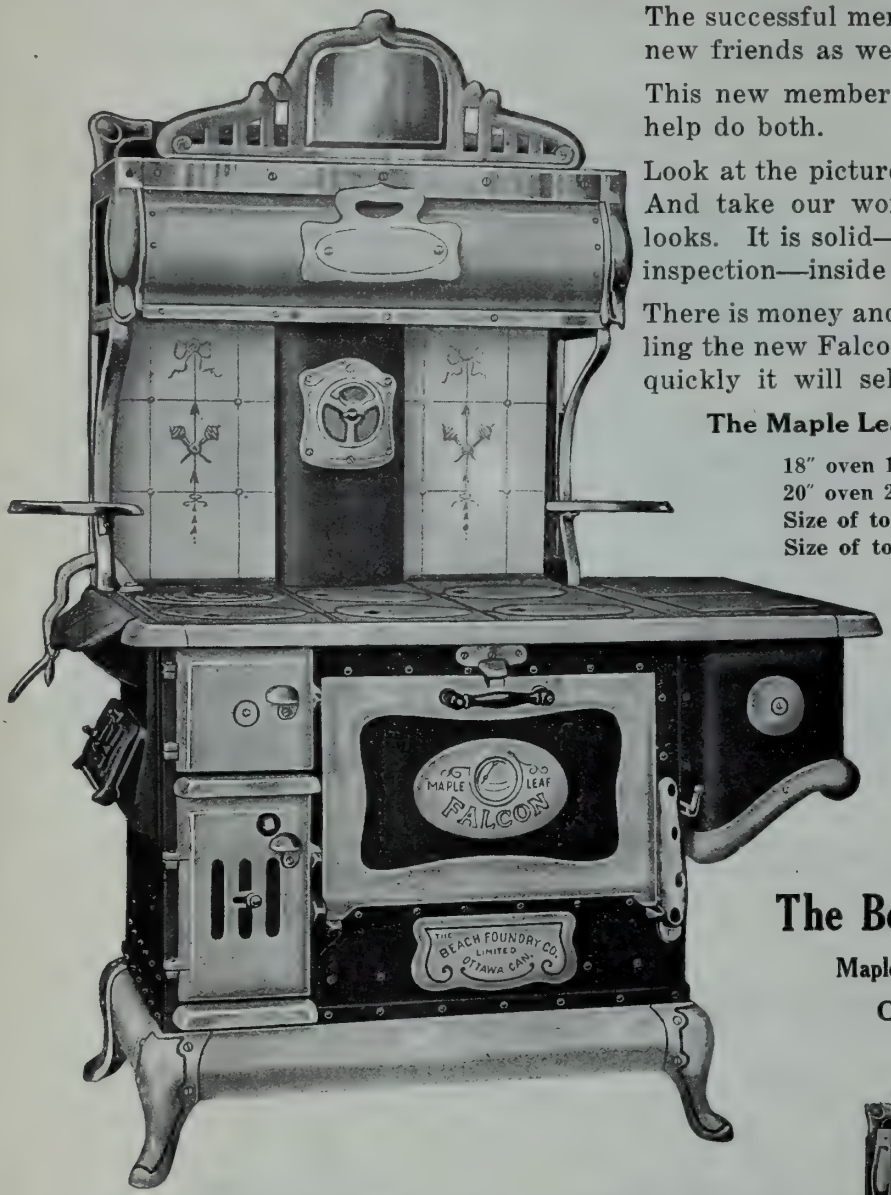
A New Range That Will Make Friends



The successful merchant must continually make new friends as well as keep the old ones.

This new member of the Maple Leaf line will help do both.

Look at the picture! Isn't the range a beauty? And take our word for it—it's as good as it looks. It is solid—and genuine—and will bear inspection—inside and out.

There is money and satisfaction for you in handling the new Falcon. Send for one and see how quickly it will sell.

The Maple Leaf Falcon is made in two sizes

18″ oven 18 x 19 x 12½
20″ oven 20 x 19 x 12½
Size of top for 18″ 43½ x 27
Size of top for 20″ 45 x 27.

HAVE YOU OUR FULL LISTS AND PRICES OF STOVES AND RANGES? SHALL WE SEND THEM TO YOU?

The Beach Foundry Co., Ltd.

Maple Leaf Ranges, Stoves and Heaters

OTTAWA CANADA

A Few of the Construction Features of the "Falcon"

A.—Note height to which front key plate may be raised, allowing scuttle of coal to be emptied freely without use of shovel or poker.

B.—Heavy sectional perpendicular fireback. All other linings also heavy and almost perpendicular.

C.—Large combination draft and poker door opening.

D.—Duplex grates that may be removed through grate opening for replacing with wood grate (note letter N) or for any other purpose, without disturbing the firebox linings. Also note improved cog gudgeons.

E.—Very large ashpan.

F.—Drop closet door.

G.—Combination check draft with key to close off flue and opening for air intake.

H.—Improved sliding direct draft damper, giving full control of heat units to oven or chimney flue.

I.—Key plate top. Covers and short centres heavily ribbed. Sectional reducing cover.

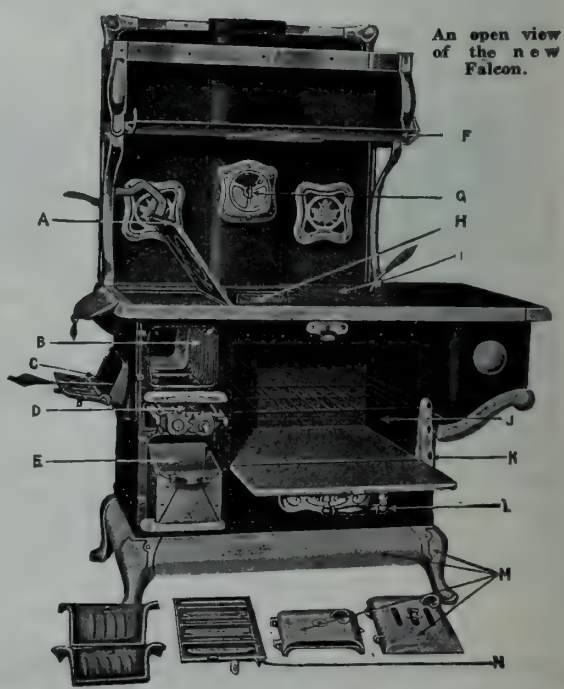
J.—Large oven made in two sizes, 18 x 19 x 12½ in., or 20 x 19 x 12½ in.

K.—Improved attachment for spring oven door balance. Door held down by spring when open and held tight in place by spring when closed.

L.—Rubberoid oven door handle—always cool.

M.—All nickel parts plain, high finish, easily kept clean.

N.—Special wood grate replaces duplex grates for burning wood only.



An open view of the new Falcon.

If interested tear out this page and place with letters to be answered.

WHAT BRAINS ARE YOU PUTTING INTO YOUR CUSTOMERS' BUSINESS?

You put brains into your own business — hence your success.

You pride yourself on the orderly arrangement of stock — quick attention to orders — and ability to buy to advantage.

One more thing you need — a working knowledge of your customers' business — particularly if you are in a territory where there are large industries using Threading Tools.

Most merchants have at least one such industry near them — where mechanisms having threaded parts are being made and assembled. Study this process of threading — often of tremendous and rapidly growing importance.

Anticipate the results which workmen, foremen, superintendents, or engineers, *might* be getting with your help in introducing GTD threading tools to to them. Show them how better threading means:

Reduced vibration *Quicker assembly*
Lower repair costs *Less thread weight*

Putting the same brains into your customers' business that you do your own, means marketing brains along with the goods — the highest type of science any business house can give today.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

Successors to:
WELLS BROS. CO. OF CANADA, LIMITED

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

Send for our No. 40 catalog (pocket size) and other information about GTD tools. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.

GTD
Corp. of Canada, Ltd, Galt, Ontario

Send latest No. 40 catalog and put my name on your mailing list to receive information about your threading tools wherever issued.

Name of person _____

Firm _____

Address _____

H. & M. 217

If interested tear out this page and place with letters to be answered.

I·XL POCKET KNIVES

No. 1971C

No. 1975

GEORGE WOSTENHOLM & SON, LTD.

SHEFFIELD, ENGLAND

I·XL CUTLERY

is the acme of quality. Our modern methods now permit us, with a most select class of skilled mechanics, to obtain the highest point of efficiency, in quality, finish, grinding, tempering and general appearance. Each knife passes through a most vigorous inspection before leaving the factory, and carries our personal guarantee on to the consumer.

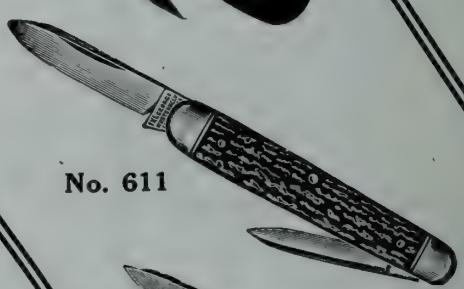
Let I·XL cutlery help build your reputation for quality.

Create satisfied customers—they are the best friends you have.

No. 292

SELECTION OF OVER FOUR THOUSAND PATTERNS. EVERY BLADE GUARANTEED

No. 292T



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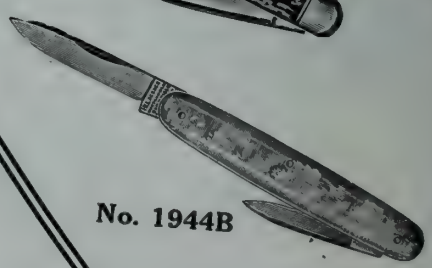

No. 1944B

A. MACFARLANE & CO. LTD.

MONTREAL, QUEBEC

Sole Agents for Canada

If interested tear out this page and place with letters to be answered.

15 Sales Offices Backed by the 100% Standard of Quality

THE Canadian Fairbanks-Morse Company Limited reaches out to you through its sales houses and offers the service and satisfaction that is assured by its 100% standard of quality and service.

To be able to turn to an institution that dominates its field in the industrial world is to safeguard the character of the merchandise you buy. To deal with an organizationthat is doing business at your very door puts upon the man you know that "responsibility which is the conscience of business."

Every one of these 15 offices has been established to bring to you the full advantages and benefit that have made The Canadian Fairbanks-Morse Co. Limited a national institution. Here in these offices is offered everything mechanical that your business requires — they centralize your purchasing—group your orders—bulk your shipments and send but one invoice. And when you buy from The Canadian Fairbanks-Morse Co. Limited you are guaranteed the 100% standard of quality and service in product and organization.

Make our nearest office your buying centre—our catalogue is your buying guide —our 100% quality seal your guarantee.

The Canadian Fairbanks-Morse Co., Limited

Canada's Departmental House for Mechanical Goods

Halifax St. John Quebec Montreal
Ottawa Toronto Hamilton
St. Catharines Windsor Winnipeg
Regina Saskatoon Calgary
Vancouver Victoria

2

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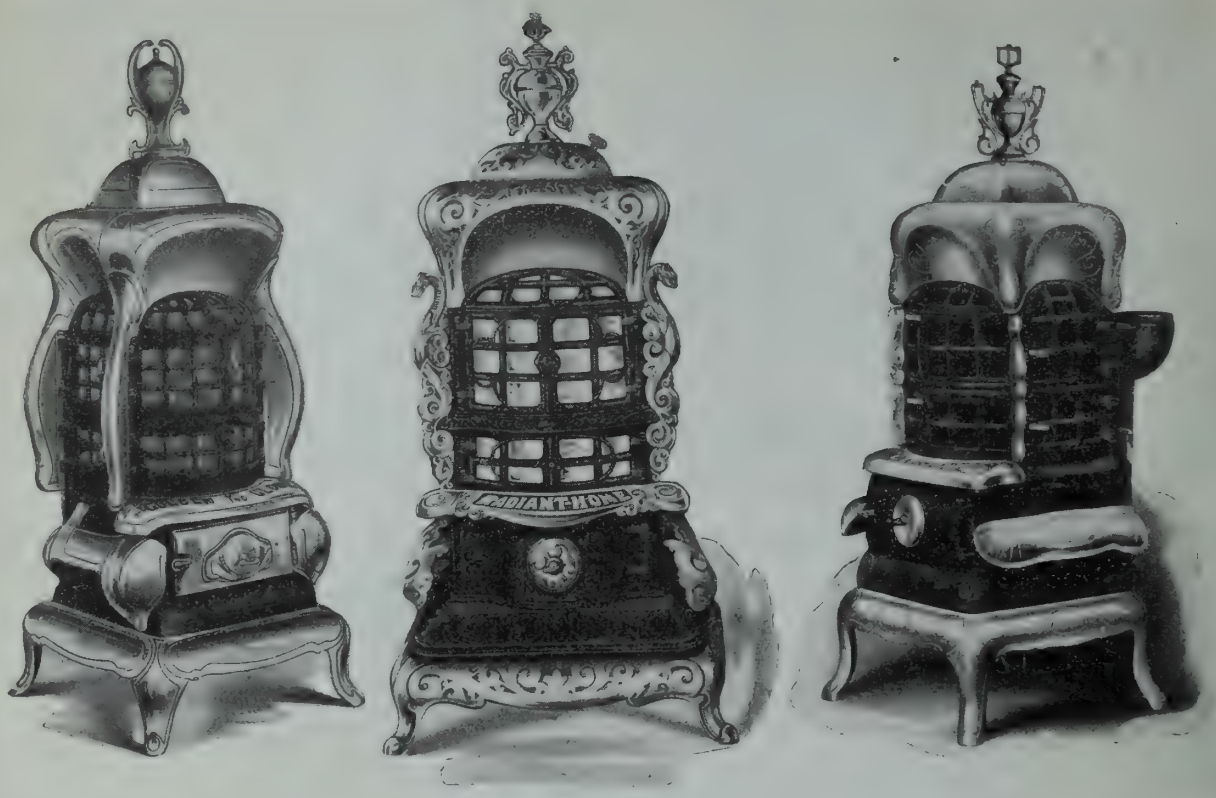


Three Floor-warming Baseburners

The Baseburner, to-day, is the friend of the economical housewife and the true home-lover. It is accepted by this class of citizen because it has proved beyond doubt that it saves fuel and furnishes real, genuine comfort. At the present time, with coal both high in price and scarce, the Baseburner is more acceptable since it gives just the desired amount of warmth, and is so well controlled as to limit its consumption of fuel to the amount of space required to heat.

These facts are becoming more and more proven to the buyer of to-day. As a result the demand for the most cheerful looking and attractive heaters made is becoming more emphasized. The three Baseburners illustrated are not only attractive, but they will remain so, due to the superior quality of the nickel and its ability to stay permanently bright.

They are constructed on the only real principle of home heating—that of warming the floor first. The flue construction forces the heat to flood the base—this heat radiates direct to the floor. A warm floor means a warm house.

These three Baseburners are of first-class quality material. They are made up to McCLARY'S high standard.

This is the season when they should be displayed—and well displayed.

We are particularly well situated to deal with your orders now; our nearest branch will be pleased to explain to you our facilities for prompt shipment—write to-day.

McClary's

Factories at: London Montreal Brantford

Branch Warehouses at: London Toronto Montreal Winnipeg Vancouver
St. John Hamilton Calgary Saskatoon Edmonton

If interested tear out this page and place with letters to be answered.

The Happy Thought

Cast Iron and Steel Ranges, the Reliance Furnaces, the Radiant Home Baseburner, and, in fact, the complete line of Ranges, Heaters and Furnaces hitherto manufactured by the

Wm. Buck Stove Co., Ltd.

will now be manufactured by

The McClary Manfg. Co.

at the Buck Plant, Brantford, with the same skilled and loyal staff that made the Happy Thought so universally accepted.

President
John McClary

Vice-President
Lt.-Col. W. M. Gartshore

McClary's

If interested tear out this page and place with letters to be answered.

The "Seafoam"

Engine Drive Washing and Wringing Machine FOR THE FARM

Wrings while it washes, washes while it wrings

The SEAFOAM can be driven by gas engine, windmill or electric motor. Both washing and wringing are done by power. The machine is simple, durable and trouble-proof, so that anyone in the home can operate it with absolute safety—all gears are covered.

The washer is of the dolly type, has tub of selected Cypress lumber and the reversible wringer is fitted with highest grade rubber rolls.

Dealers will find the Seafoam an unusually satisfactory seller, because of its established reputation and reasonable price. Descriptive folders on request.

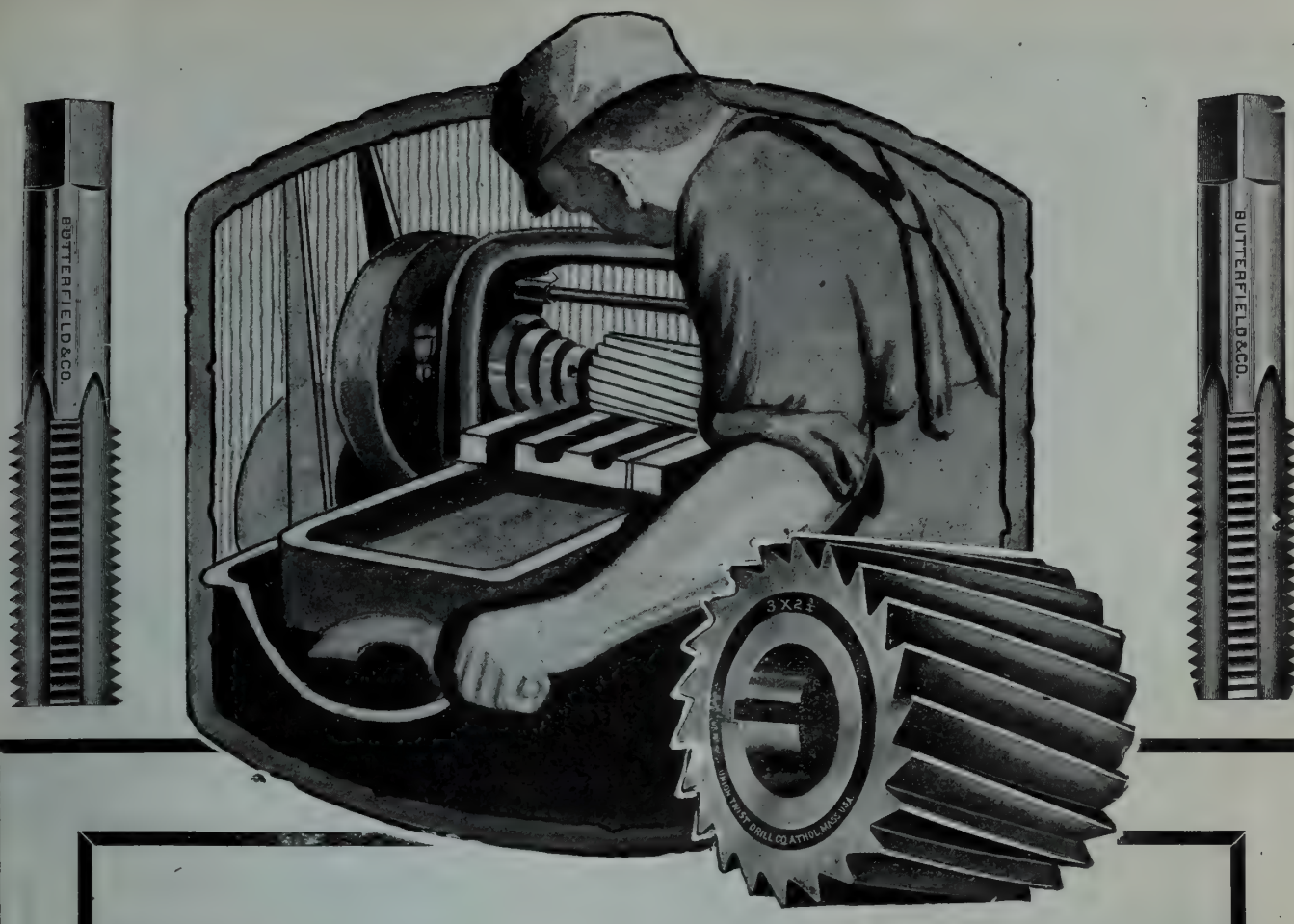
DOWSWELL, LEES & CO., Limited

HAMILTON, CANADA

Makers of every type of Hand or Power Washing Machines of merit. Also ARROW BRAND Clothes Wringers

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.



Respected and Sought by Experts

Butterfield Tools have been tried and proven for 40 years. Expert machinists know them, respect them, and seek them.

Butterfield tools have their full confidence, and they buy their Butterfield tools, and products of other kinds, in the store where Butterfield Tools are displayed.

Be sure to display Butterfield Tools. Don't let the Butterfield seeker pass your store in search of them.

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.

Butterfield & Company, Division
Union Twist Drill Co.
Rock Island **Quebec**

BUTTERFIELD

If interested tear out this page and place with letters to be answered.

EMBOSSED SHEET METAL FIGURES

Our attractive figures, 8 sizes, 7 finishes, are quick sellers. Our Compartment Box contains 120 figures, 1 dozen each, 0 to 9. Neat, attractive, draws trade. A popular and convenient sales-making method of display for your benefit.

Write for Folder 14 and Sales Suggestions.

We make the following hardware specialties:

DODSON, ZENITH AND PREMAX HAME CHAINS

Premax, Jockey, Spreader and Stallion Chains, Wall Plugs, Wall and Veneer Ties, Sash Chains, etc. Street and other Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.

Catalog No. 25 on request.

Niagara Falls Metal Stamping Works

Niagara Falls, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada

VOL-PEEK

MENDS HOLES IN POTS AND PANS

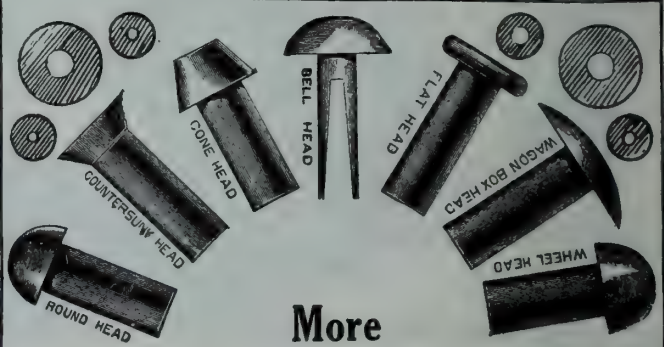
Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and Operating Vol-Peek Mfg. Company)



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

CANANCQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

E. Roy,
651½ St. Andre St., Montreal, Que.

A. S. Butchart,
16 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actua. tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT — Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

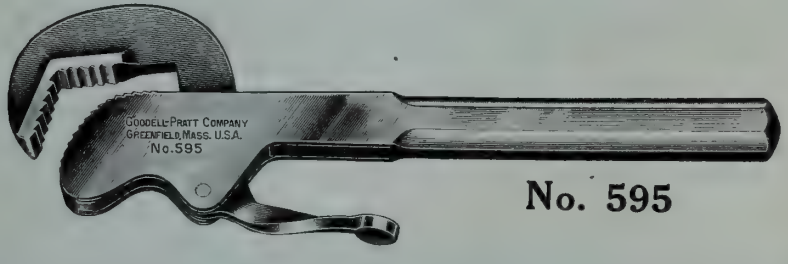
THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT

GOODELL-PRATT

1500 GOOD TOOLS

Chauffeurs' Universal Wrench

Can Replace 6 Ordinary Wrenches



No. 595

The pressure of your grasp on this new model wrench readily opens the jaws. Slip the opened jaws around the nut or pipe to be turned. As you release the pressure, the wrench automatically tightens in place around the nut or pipe.

Trigger action—quick, easy and sure. This chauffeurs' handy wrench will handle any job up to ⅝ inches on round, square or hexagon nuts. It holds round stock up to ½ inch. A new wrench of many uses for many users.

The tool is made entire from steel with hardened jaws. The handle affords the user a good, strong grip.

Toolsmith dealers will appreciate this addition to their sales opportunities in the Goodell-Pratt line.

Mr. Punch Says:

Some dealers begin by ordering a few

Toolsmiths

tools for machinists, others by ordering a supply for motorists, carpenters or house owners—but they all soon get the real Toolsmith idea, which is that the bigger the stock of Goodell-Pratt tools, the bigger the profits!

Goodell-Pratt Company

Toolsmiths

Greenfield, Massachusetts, U. S. A.

If interested tear out this page and place with letters to be answered.

Coal or Wood

The Tropic Ranges embody Service, Quality and Confidence. They are modern in construction having detachable and interchangeable reservoirs and parts.

Warranted for Cooking, Heating and Economy.

WRITE FOR CATALOGUE

Adam Hall Limited

Peterborough, Ontario

Any Hardware Buyer can tell you the *cost*
of

P.H. or IMPERIAL FILES,

but only the user knows their *value.*

BE FILE-WISE.

Stock These Fine Tools.

"They Cut Faster and Wear Longer."

P H

IMPERIAL

INGERSOLL FILE COMPANY, LIMITED.

John Morrow Screw and Nut Company, Limited,
Sole Distributors,
INGERSOLL, ONTARIO.

INGERSOLL

Window Guards

For Stores, Warehouses, Factory Basement Windows, etc., and all kinds of

Wire Work

MANUFACTURED BY
THE B. GREENING WIRE CO., Limited
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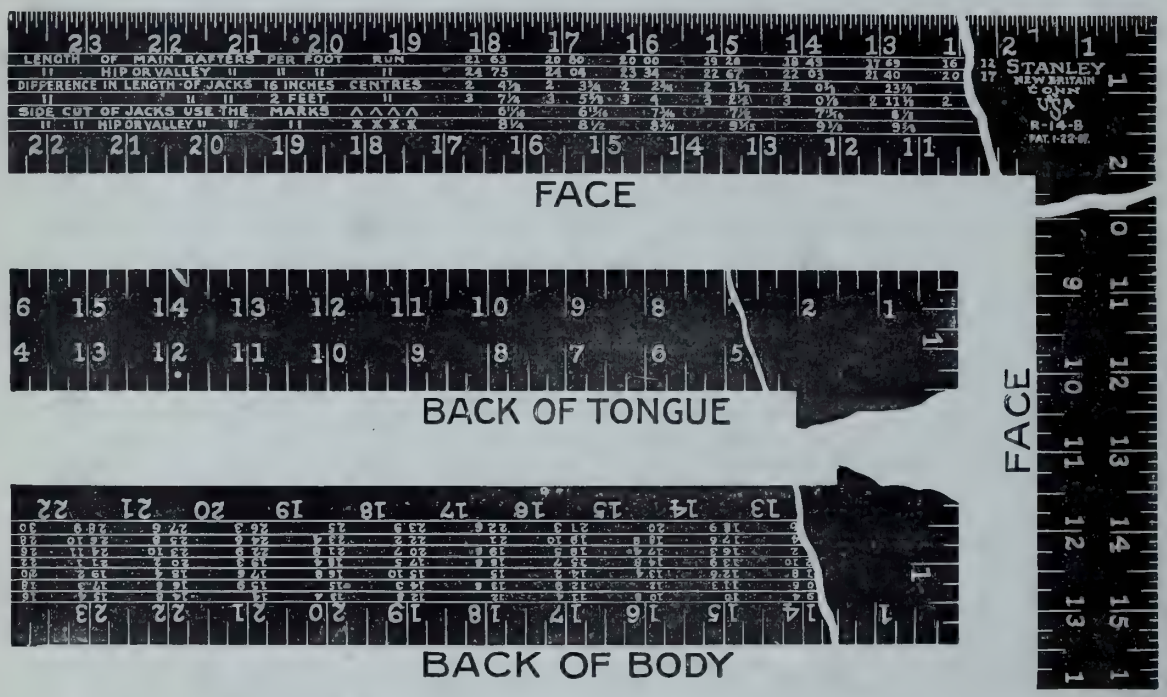

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They can be furnished in a variety of finishes which include Royal Copper, Blued, Nickel-Plated, Galvanized and Polished.

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, SEPTEMBER 4, 1920 No. 36

CONTENTS

Advance of 5 to 25 Per Cent. on Enamelware, etc. 37
Prices Will Come Down, But Not to 1914 Levels 38
Keeps Tools to the Fore Throughout the Year 39
Shortage of Glass—Headlight Law Effective About Middle of September 41
Editorial Comment 42
News of Western Canada—Boosting Keeps Out Foreign Influence 43
Drop in Building Costs Improbable 44
To Open Ashdown Store in Edmonton 45
Events in the Trade 46-47
Newsy Notes of the Trade—Trade Enquiries 48
Mechanical Displays Stimulate Sales 49
New Hardware Goods 52
Weekly Hardware Markets—Montreal, Toronto, London, Winnipeg, Pittsburgh 53
Are You Cashing in on Paint? 62
Canada Has Best Grade of Brushes 64
How Hardwaremen Advertise Paints 66
Weekly Paint Markets 68-70

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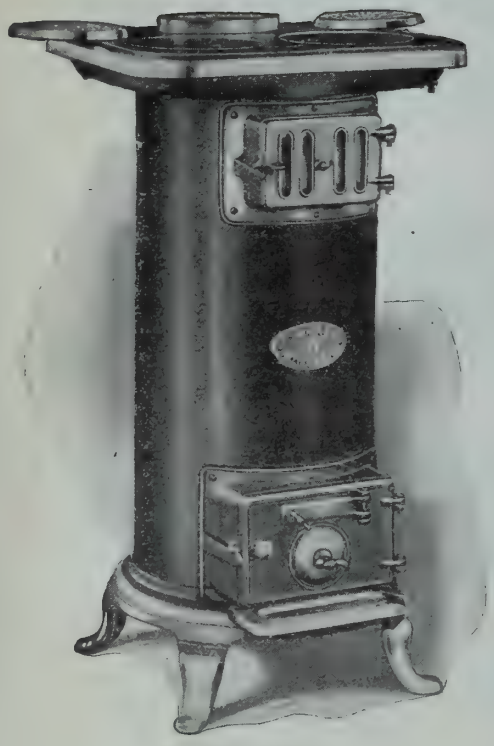

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, SEPTEMBER 4, 1920 No. 36

Advances of 5 to 25% on Enamelware, etc. This Week: High Price Tendency Maintained.

Manufacturers Faced With Grave Difficulties in Securing Sheets and Plates—Customers, Both City and Rural, Said to be Callous to High Prices and No Drop in Trade Expected—Farmer Pays $11 for Aluminum Kettle and Never Winces

A SHARP advance in prices on enamelware, tinware, galvanized ware and kindred lines has featured the hardware trade during the past week. The advance which has now been made effective ranges from 5 to 25 per cent. This represents the second or third advance on such lines within the past twelve months and indicates that the tendency toward higher prices has not yet reached its climax in so far as the hardware trade is concerned.

In addition to the general price advances on these commodities the concession allowed to city dealers has also been reduced by 25 per cent., bringing it now to 7½ per cent. where it formerly was 10 per cent.

Sheets and Plates Bought at a Premium

"Shortage of raw materials and the fact that sheets and plates are being bought at a premium to-day is the chief cause of the advance," said J. H. Flack, Toronto manager of Thomas Davidson & Co., Ltd., in discussing the matter with Hardware and Metal. Higher freight rates in the United States, effective on August 24 last, have also been a factor in increasing prices. Manufacturers have little or no stock of sheets and plates on hand and there is therefore great difficulty in predicting what course prices on these lines are likely to take within the near future.

Have Difficulty Meeting Orders Despite High Prices

Asked as to whether the advance would likely have any deterrent effect upon business in these commodities, Mr. Irwin, Toronto manager of the McClary Mfg. Co., did not think this would be the case, particularly in view of the fact that they are having difficulty handling present business. Like other manufacturers, this firm has experienced great difficulty getting various parts and materials and this shortage has interfered to some extent with the firm's usual exhibit at the Canadian National Exhibition.

There seems to be some confusion as to the possibility of securing raw material supplies from various parts of the United States. Some have stated that sheets and plates can be secured if those wanting them can arrange transportation to their plants, but despite the fact that every step has been taken by McClary Mfg. Co. and others to secure supplies in any way possible they have been held up for months for just such materials.

English Sheets Failed to Arrive

Asked as to the possibility of securing sheets from other sources, it is pointed out that while Canadian manufacturers formerly received some shipments from English mills, none have been forthcoming since the war, despite the fact that English sheets were expected on this market during the past summer.

No further advances are anticipated on these lines within the near future, according to Mr. Irwin, who stated to Hardware and Metal that very few in the trade anticipated the present advances would be as extensive as they have proved to be.

Neither City or Country Trade Expected to Suffer

Some inquiries were also made as to the probable effect of the advance upon business in these commodities. For this purpose trade is divided into two sections—the city trade and the country trade. In the case of the latter it is pointed out that the farmer as a class is to-day buying a better quality of household goods and the opinion was expressed to Hardware and Metal by a traveler who has a large clientele throughout the country districts that the farmer, too, is becoming callous to the higher price tendency now existing and is still desirous of having the best at any price. In this connection Mr. Turner, sales manager of the McClary Mfg. Co., Toronto, tells a story of a farmer who recently paid one of their retail customers $11 for an aluminum kettle and never winced when told the price. This is mentioned as an example of

the farmer's ability to pay. This class of trade is therefore likely to give little trouble with higher prices asked for lines which are in such great demand for use on the farm.

Summary of Advances

The extent of the advance on the lines may be judged from the following summary: Enamelware (cheap grade) was 45 per cent. off list and is now 40 per cent.—advance of 5 per cent.

The standard quality grey enamelware was 15 per cent. off and is now 5 per cent. off—an advance of 10 per cent. Blue enamelware was list plus 17½ per cent. and is now list plus 30 per cent.—an advance of 12½ per cent. The latter line is said to be in less demand now that there is a considerable difference in price as compared with the standard quality. Formerly, when there was little difference in price many customers preferred it for its white lining and blue exterior.

Japanned ware was formerly list plus 20 per cent. and is now list plus 33 1-3 per cent.—an advance of 13 1-3 per cent.

Stamped ware was 40 per cent. off and is now 35 per cent. off—an advance of 5 per cent.

Pieced ware was list plus 90 per cent. and is now list plus 80 per cent.—an advance of 10 per cent.

Steel ware was list plus 25 per cent. and is now list plus 50 per cent.—an advance of 25 per cent.

Galvanized ware, including light pails and tubs, was list plus 45 per cent. and is now list plus 60 per cent—an advance of 15 per cent.

The same line in heavy ware was list plus 25 per cent. and is now list plus 50 per cent.—an advance of 25 per cent.

Garbage pails were list plus 30 per cent. and are now list plus 45 per cent.—an advance of 15 per cent.

Japanned coal hods advanced 20 per cent.

Galvanized coal hods advanced 15 per cent.

Stove boards advanced 5 per cent.

Copper tea kettles advanced 10 per cent.

Stove pipe elbows have advanced 23 2-3 per cent.

It will be noted that articles of steel ware and heavy galvanized ware constitute the two greatest advances.

Has Not Missed a Sale at Higher Prices

Asked as to the effect of higher prices on retail trade, Mr. Gilverson, store manager of Rice Lewis & Son, Ltd., Toronto, stated that to date not a single sale had been missed as result of the new quotations. He pointed out that aluminumware and other such lines had been similarly advanced recently and that there was therefore no discrimination against enamel and tinware for household use. He stated that the whole trend of their trade had been toward popularizing the better grade of these commodities and that customers were buying them and paying the higher prices just as they have been in the habit of doing with all commodities for some time past.

Customers Want Best Grade Utensils

Mr. Blue, store manager of the Vokes Hardware Co., Toronto, confirmed this opinion that customers were wanting the better grades of utensils and were willing to pay the price. He added that while his firm did not cater strongly to this class of business, yet what trade they did called for only high grade utensils and that therefore no other grade of such lines is carried. Under such circumstances it is doubtful if the new prices will have any immediate effect upon the volume of trade in these lines.

"Prices Will Come Down But Not to 1914 Level"—Sir Edmund Walker

"I BELIEVE we will have high prices for another generation to come," remarked Sir Edmund Walker, in the course of his address on the Canadian banking system, before a convention of wholesalers in Toronto last week. "I do not mean that they will not come down," he continued, "but I do not think they will come down to the levels prevailing before the declaration of war in 1914. These higher prices will prevail as long as the weight of war is felt. A new basis will be reached, but we do not know what that level is yet. When we reach it, however, I believe we will begin a new era of prosperity. The price of all commodities and all services will have to be high until we have broken the back of the war debt."

Middleman Now Bearish

"When prices fall in spite of production being less than the actual demand, it is for this reason. The rise of prices since peace, the slackness of the workers, a surrender of all attempts to save, utter failure to produce adequately, have resulted in an anomalous position. The middleman all over the world has been bullish. He was anxious to boost his stocks. Now the middleman has become bearish. He has turned from buyer to seller."

Banks Cease Lending

"The banks have been telling them to get their money elsewhere, with the result that they must get rid of their stocks and prices are declining."

Sir Edmund stated that banks of Canada can lend even while prices rise, so long as new deposits or new forms of money are sufficient to meet their needs, but if savings and deposits fall, and Governments cease going into debt the lending power of the banks is just so much lessened.

"When the workman struck the manufacturer yielded and added the higher cost to the goods, but the middleman kept on buying," continued Sir Edmund. "The Government kept spending what they did not have by creating forms of debt to pass as money. Everything seemed happy until Governments found that living on your debts cannot go on for ever and people began to find their pockets not quite so full. When the total of bank credits and forms of money were arrested loans had to be shortened, which meant that commodities must fall in price or be lessened in quantity. All middlemen are thus turned from buyers to sellers and hence the fall we have seen take place when production does not equal the real demand of the consumer."

An Unrivalled Future

"What would have been our state had we had a bad crop, instead of the good one that is anticipated, it would be hard to define. By virtue of its great areas, the greatest in the world, Canada has a future such as no other country has. Whatever you dealers do, the banks can be relied upon to do their share in building it up."

Keeps Tools to Fore Throughout Year

Machinists' and Builders' Tools and Other Similar Basic Lines Should Not Be Neglected for Other Lines Which Have Short Seasonable Sale—Sarnia Hardware Co. Devotes Special Attention to Tools Periodically Despite "Seasonable" Sellers—Many Local Opportunities for Tool Sales Are Overlooked.

WHILE the fall season brings many individual hardware lines to the fore, nevertheless it is inadvisable to relegate to the background the standard lines which are all-year sellers and which in most cases are the basic lines of the trade, during the season when other lines are for a short time in greatest demand.

A number of Canadian hardware merchants have realized this in recent years and have taken steps to more evenly balance up their efforts in pushing various lines. Thus to-day the customer entering the store of the Mills Hardware Co., of Hamilton, the J. H. Ashdown Hardware Co., Winnipeg, and others, is immediately confronted with prominent displays of basic lines which are in demand throughout the year. The experience of these stores has been that their action has resulted in increasing sales of such lines as tools and has caused no falling off in sales of seasonable lines as result.

Another hardware firm who have realized the importance of this matter is the Sarnia Hardware Company, Sarnia, Ont. Despite the fact that the approach of the fall season brings hunting goods, stoves, sporting goods, etc., into an active season, machinists' and builders' tools are by no means overlooked. Instead they are found to be devoting window displays exclusively to this line periodically and linking up these displays with other selling effort.

Tool Window Brings Excellent Results

A recent window display arranged by the Sarnia Hardware Company is shown herewith. Mr. J. B. Kee, of this firm, informs Hardware

This window of machinists' and builders' tools, as arranged by the Sarnia Hardware Company, Sarnia, Ont., was put to work for two weeks recently and brought splendid results. This company is one which realizes the importance of giving ample publicity to the basic lines of the hardware trade periodically throughout the year despite "seasonable" sellers, and has found that results f lly justify this action. The display shows wrenches, saws, hammers, levels, planes, trowels, braces, bits, chisels, squares, micrometers, drills, oilstones, rules, etc., attractively arranged on a neat background. Suitable window cards are placed throughout the display, emphasizing some point of the stock carried, the service given, etc.

and Metal that this tool window was put to work for two weeks and gave excellent results in sales. It is evident, therefore, that under present circumstances a little sales effort will serve to increase the sale of tools in what otherwise might be a slack period for this line. The window contains a good arrangement of wrenches, saws, hammers, levels, planes, trowels, braces and bits, chisels, squares, screw drivers, pliers, micrometers, drills, oil, oil stones, rules, etc. Samples on green baize-covered boards form the background of the display and a lattice-work is arranged at the sides. It will be noticed that several neatly written cards are placed in the display. The wording of some of these cards is as follows:

"A good mechanic takes a pride in his tools. That's why we carry the best."

"Our stock is large and complete. Ask about any article you do not see."

"Squares and rules you can rely on for accuracy and long service."

Devote Ads. to Tools

Linking up with the window displays, an occasional advertisement can profitably be devoted to a little talk on tools. A sample of an advertisement on tools as used by the Cowan Hardware Company, London, Ont., is shown herewith. It contains a complete list of machinists' tools and building tools, many lines are illustrated and descriptive matter and prices are quoted on each.

Cowan's Hardware, London, Ont., sees the value of giving special attention periodically to the sale of tools and link up such advertisements as these with other sales effort. This ad. is well illustrated, gives plenty of description and quotes prices on the various lines.

Cry for Increased Production

At the present time there is need for increased production. This includes manufactured articles to a great extent. More production is said to be the only solution for the present industrial problem and this means not only a tendency for more manufacturers to come into the field, but it also encourages the use of all labor-saving devices possible to increase production in factories at present operating.

Many Dealers Overlook Opportunities for Mill Supplies

Mill supplies are an important department of trade in many of the larger retail stores throughout the country, but it is quite evident that many dealers are overlooking great opportunities for sales of machinists' supplies to local manufacturers.

More Activity in Building

Then there is the building industry which is far more active now than at any time for many years past. Building to the extent of $75,000,000 was done in Canada during the year 1919 and this year will greatly exceed even this large figure. For the month of July figures just issued show building permits issued throughout the Dominion to the value of $12,241,086 as against $8,587,536 for the corresponding month of last year. Building totals for the year are greatly in excess of the returns of last year, the total for the first seven months of 1920 being $67,915,971 as against $35,519,403 for the same period last year or an increase of $32,396,568. Of the larger cities Toronto leads, with Montreal and Winnipeg next in order. Edmonton shows a remarkable increase and Vancouver leads the Pacific Coast cities. Moose Jaw leads the smaller cities with Saskatoon, Hamilton, Ottawa and Halifax next in order.

Western Cities Experience More Building

The most pronounced improvement over building conditions last year is reported in the case of the fourteen Western cities with a total of $5,098,650 as against $1,726,595 last year. The record of the twenty-five Eastern cities is $7,142,436 as compared with $6,870,941 or an increase of $271,495.

Summing up there appears to be a good opportunity at the present time for hardware merchants to develop the sale of machinists' and builders' tools. There is much business to be secured in every manufacturing or other centre where such tools are used but the only way to keep interest alive and get a share of this trade is to keep tools to the forefront of the store, put in a window occasionally and use some advertising space on this line exclusively. Investigate local manufacturing and building possibilities and then each dealer will know what to expect in the way of local tool trade.

Will Be Shortage of Glass for Years

How War Hit Supply—Now Canada Must Depend on United States—England is Supplying Europe—Insuring of Plate Glass Windows No Longer Profitable

BEFORE the war the world's supply of glass came from a limited area in the United States, England, Northern France and Belgium. There were other sources of supply, but the industry had reached its highest in the latter three places. Belgian and French glass was considered the finest in the world, and brought very high prices. Canada obtained its glass from the United Kingdom and Belgium, largely, although quantities were imported from Belgium, especially glass made up into lamp chimneys and similar articles. Now this country is dependent almost entirely upon the United States for its supplies of glass, and for reasons that will be given later must continue to be dependent for some time to come. Official figures showing the quantities of glass imported into Canada during 1915 and 1919 from various countries are as follows:

Window Glass

	Square feet	
From	1915	1919
United Kingdom	7,593,930	56,090
Belgium	10,501,798	.....
France	20,000	.....
Germany	38,378	.....
Japan	.....	74,200
Netherlands	6,100	.....
United States	1,418	59,813
Total	38,444,324	17,785,624

Glass for Photo Plates

From	1915	1919
United Kingdom	$18,094	$ 3,416
Belgium	2,222	.....
United States	1,418	59,813
	$21,734	$63,229

These figures indicate many things. First, that Belgium and France are no longer able to supply Canada with glass. The reason is this: The glass factories of Belgium and Flanders are situated in the battle area, and when the country was overrun by the Germans most of them were destroyed. The figures show that Great Britain no longer sends us glass, or at least sends but a small quantity of it. The reason is that British glass manufacturers are busy turning out glass to help in the reconstruction of the devastated areas in Europe, and to replace the thousands of windows shattered in the British Isles during air raids.

New Sources of Supply

To replace the glass we can no longer get from Europe we have turned to new sources. Chief of these is Japan, but the quantity imported is infinitesimal as compared with the demand. We are practically dependent upon the United States, but the demand in that country for glass for industrial and housing purposes is such that exportations to Canada have necessarily been cut down.

As a result of such a condition the price of glass of every kind in Canada has risen tremendously. Anyone who has tried to buy a sheet of window glass to replace the kitchen pane will understand that. The increased price has been reflected in many ways, in the cost of picture-framing, in the price of windshields and, it may be noted, in the charges for plate glass insurance.

The insuring of plate glass windows—those large expanses of shining surface which adorn the fronts of retail stores—was long a profitable business. But now it is anything but that. One Toronto company that insures plate glass windows has found its losses four times its premium income. Rates have been advanced but it is impossible under present conditions to fix a rate high enough to pay the actual cost of the insurance.

There is a world-wide shortage of glass at the present time. The shortage will continue, it is evident, for some time to come.

HEADLIGHT ANTI-GLARE LAW EXPECTED TO BE EFFECTIVE BY MIDDLE OF SEPTEMBER.

Ontario hardware dealers who handle automobile accessories will be interested to know that after much consideration and investigation the Headlight Anti-glare Law for the Province of Ontario is expected to become effective about the middle of September. The work of examining headlight lenses and other devices for the elimination of glare has taken longer than was anticipated, hence the delay. Professor Laing, of Toronto University, is superintending the inspection of devices and he expects the list of acceptable devices will be complete within another week. Officials of the Department of Highways have informed Hardware and Metal that as soon as the list is complete and has been published, the law will immediately become effective. Further advice will be given on the matter.

CANADA NOW EXPORTING AUTO TIRES

Manufacturers of automobile tires in Canada have not been slow to capitalize their export opportunities. In the comparatively brief span since the tire industry began to occupy a position of major importance in Canada there has been a constantly increasing percentage of Canadian-made tires sold in proportion to the entire number going into consumption. In corresponding scale the export of tires from Canada has grown until the record of $3,016,974 was reached for the fiscal year ending March, 1919, and subsequent increases in the volume of foreign business have been made.

Better Graphite Output

Graphite mining is said to be beginning to to take on more activity after the comparative dullness extending over a full year. The mines of the Quebec Graphite Company have been re-opened, and the mill has been completely remodelled. There is now a larger output of graphite products in Canada, such as flake lubricants, graphite pastes, foundry facings, etc. Extensions to manufacturing operations that are contemplated include the making of graphite greases, stove polish, electrodes and paints.

Mica Mining Active

Production of mica in Canada is being prosecuted in an active way. The demand for the product is good, and prices are reported to be satisfactory. A considerable portion of the output of the Wallingford mines at Perkinson are being shipped to Great Britain; some exceptionally large sheet mica is being taken out at these properties. Over 80 per cent. of the Canadian production of mica last year was from mines in the Province of Quebec.

Editorial Comment

BOOSTING LOCAL INTERESTS HELPS THE DEALER TO GET MOST OUT OF HIS TRADE

NO one ever lost anything by letting the world know his town is on the map. In other words, boosting for the home town and for everything local is one of the first requirements of good citizenship. J. R. Hunter, owner of the Nelson Hardware Co., Ltd., Nelson, B.C., has been a consistent booster for his home town for the past twenty-three years, nearly a quarter of a century, and to-day he is not only the proud owner of a hardware store doing a substantial retail and wholesale trade in Nelson and district, but his public-spiritedness has been rewarded by his election to the office of president of the Nelson Board of Trade. There is a lot of truth in the statement that boosting local interests tends to keep out foreign influence. Build up a community spirit and the goodwill which exists will do much to get the utmost out of local trade and preserve it against the inroads of outside influence which tend to deflect the trade which legitimately belongs to the local retailer. Every hardware dealer may not be able to be president of the local board of trade, and many no doubt are too busy to accept such a position, but there are enough advantages to be secured to justify the dealer in boosting anyway.

GOOD ROADS MEAN MUCH TO RETAIL MERCHANTS

THE construction of good roads is a matter which vitally affects the hardware merchant in all parts of Canada. He is affected in many different ways. Good roads encourage the wider settlement of the country's newer districts and increase trade possibilities as well as encouraging the more frequent visitation of farmers to the nearest trading centre. Then there is also the question of encouraging motor touring and the use of automobiles in general. Good roads encourage motor tourists to explore the sections of the country which are new to them and on such tours they are dependent to some extent upon the hardware dealer for the supplying of gasoline and accessories. Apart from the tourist traffic, good roads help the dealers' auto accessory departments by encouraging the wider replacement of the horse and buggy with the more up-to-date motor car. This movement is largely under way in the rural districts of the country to-day and is due in large part to the extension of good roads.

So far Canada has done little in the way of national development of highways, though the provinces have been taking some steps to extend good roads throughout their boundaries. Such action by all the provinces of the Dominion will soon bring things to the stage where such roadways can be linked up into national highways. In this connection it is interesting to note that the Province of Manitoba is planning the expenditure of $3,500,000 on the improvement and extension of roadways within the near future. Ontario and other provinces have spent millions of dollars on roads and it is encouraging to note that there are many movements on foot now to support the call for better roads throughout the country.

Frank Stockdale, the United States retail merchandising expert, in addressing a Western convention of merchants, pointed to the fact that trading centres which boast of good roads throughout the district are much more progressive and do a far larger business than those which have neglected their highways. All retail dealers can help to push the good roads movement along and it is worthy of the utmost support.

EDITORIALS IN BRIEF FORM

IF INTIMATE contact between men in the same profession were made more intimate, it would go farther toward bringing about that era of brotherhood for which most of us crave. Distrust would give way to trust. Men would learn to know one another better, and knowing one another would make for a broader understanding of motives. Interpretation of the acts of others would be guided by sympathy and sentiment instead of, as at present, heartlessness and harshness.

* * *

THE advertisements in the trade paper pay two classes—the advertisers who put them there and the dealers who read them.

News of Western Canada

Boosting Keeps Out Foreign Influences

J. R. Hunter, of the Nelson Hardware Co., Ltd., Nelson, B.C., Has Been Constant Booster for Twenty-three Years—Has Now Developed Substantial Hardware Trade and is President of the Board of Trade—Has Good Business in Lines Which Generally Go to the Jewelry Trade—A Suggestion for Trade in Bee-Keeping Supplies

DURING the past quarter of a century J. R. Hunter, owner of the Nelson Hardware Co., Ltd., Nelson, B.C., has found out many ways of successfully developing business in hardware supplies. It was 23 years ago that Mr. Hunter bought out the Ashdown Company in Nelson and formed the present firm, and ever since that time he has been a most enthusiastic booster for the city. Boosting everything locally, helps to keep interest alive in local matters and this tends to offset foreign influences which try to work their way in. It also helps to maintain the feeling of friendship and goodwill which makes it easier to develop business. Among other things so enthusiastic a booster has Mr. Hunter been that he has had the distinct honor of being elected president of the Board of Trade for the year 1920. This is but one indication of the possibilities ahead of the dealer who becomes a booster for his town.

A substantial wholesale and retail hardware business is conducted by this firm, and the store is equipped in every detail to handle this business.

This interior view of the store of The Nelson Hardware Co., Ltd., Nelson, B.C., emphasizes the importance attached to the sale of silverware, cut-glass, cutlery, etc., for they are shown to occupy the most prominent showcase in the store, right opposite the entrance. It will be noted that the best use is made of wall fixtures to carry a large stock. On the right will be noticed a display of chinaware and crockery on the wall shelves, and on the left are seen wall cabinets with samples of tools and such lines affixed to the cabinet doors.

Doesn't Let Silverware Business Go to Jewelry Stores

Silverware, cutlery, chinaware, cut glass, etc., represent an important line in the trade of this store, and the most prominent showcase in the store, namely that opposite the entrance, is devoted to a constant display of such lines.

"Some hardware dealers let this class of business go to the jewelry stores without a fight," said Mr. Hunter to Hardware and Metal, "but we believe in developing every possible source of business, and by paying a little attention to this department we have worked up a substantial business. We find it a profitable line and quite suitable to be carried with an up-to-date stock of hardware. During slack periods in the general hardware line, the range of cut glass, fancy china, silverware, cutlery, etc., works in exceptionally well and helps to keep trade going. Such lines work in for wedding presents in June and September months, and for gifts at Christmas time."

The assortment of such lines carried makes it possible for this store to cater to any class of trade, wholesale or retail. The business which has been developed is largely credited to the effective displaying of the goods and also to the efforts of the salesmen from whom the utmost courtesy and efficiency are required.

Let Public Know They Are at Liberty to Come and Examine Goods

"Particular attention is paid to letting the public know that they are at perfect liberty to come in and examine goods and ask questions without being under any obligation to buy," said Mr. Hunter.

Separate Store for Implements and Machinery

About a year ago Mr. Hunter found it necessary to open another store on the main street of the town in order to give better attention to the farm implement and machinery department of his business. This store is devoted entirely to such lines, and since its opening a noticeable increase in business has taken place. This has been achieved largely through the ability to demonstrate and the giving of better service by confining such lines to their own premises.

The two floors above the main store are used as a warehouse, it being necessary to have considerable room to store the large stocks which must be carried owing to the fact that the store is located at a long distance from the source of supply. The top floor is used for a tin shop. Among other things all the galvanized ware used by the company is manufactured in the shop.

Mine, Mill and Smelter Supplies a Big Line

Mine, mill and smelter supplies are also a big line with this firm owing to the fact that mining is extensively carried on in British Columbia.

Bee-Keeping Supplies Handled

Bee-keeping supplies are also an important line with this firm. W. J. Sheppard, general inspector of the bee industry of British Columbia, is a resident of Nelson, and anyone interested in bees looks to Nelson for advice. There is an interesting opportunity for developing business here which enterprising dealers in other sections of the country might take advantage of. The Nelson Hardware Company naturally carries a very complete line of bee supplies, such as hives, frames, etc.

Much retail trade in hardware supplies is also secured from the interior of the province. Nelson is advantageously located for such trade, and being a good distributing centre, such trade has been worked up by special representatives who call on the retail trade throughout a wide district surrounding the city.

The city of Nelson is a splendid example of efficient management. It has cheap power and all its public utilities are owned and operated by the city. It is a city unto itself, and everyone is a persistent booster for local interests.

Melville, Sask.—Burglars broke into the local hardware store of W. Anderson and succeeded in getting away with a few dollars.

Drop in Building Costs Now Improbable

Shortage of Buildings Too Great to Allow for Decline—Canada and United States Have Piled Up Enormous Construction Deficit in Six Years

The shortage in buildings is so great that it cannot be corrected for many years, and for this reason it is not probable that there will be any rapid decrease in the cost of building. This is the opinion of men high up in the building world.

Their assumption that there is a tremendous shortage of buildings is backed up by figures compiled from various sources. The United States Geological Survey points out that while the value of permits issued in the United States has increased enormously the actual amount of building going on is subnormal, owing to increased values of the commodities that enter into construction. Thus, taking the year 1913 as normal, there has been an average annual deficit of over 20 per cent. in construction in the United States during the past six years, as the following tables show:

	Value of Permits.	Allowance for cost.	Per cent. normal.	Deficit in Building
1919	$1,281,000,000	200	75	25%
1918	430,014,365	159	31	69%
1917	687,415,605	139	60	40%
1916	1,024,211,675	117	..	..
1915	799,735,860	100	..	..
1914	785,525,746	100	..	..
1913	859,657,250	100	100	0%
Accumulated deficit				134%

Canada Also Behind

The following table showing building permits issued in Canada during the same period indicates that the building deficit in this country is equally as serious as shown by the United States figures:

1920 (6 mos.)	$59.691.699
1919	75,030,999
1918	37,028,146
1917	33,711,669
1916	32,736,661
1915	34,411,561
1914	105,264,237
1913	167,359,778

At the present time high money rates and the inadequacy of transportation are factors quite as serious as the shortage of building materials in promoting high costs of building. For instance, in localities where there are plenty of bricks there is apt to be a shortage of cement. Also certain lumber mills are idle because they are unable to move their product.

However, the dearth of materials is still the most important factor, or possibly it would be more correct to say the dearth of materials at prices that would-be builders are willing to pay.

Answering the question: "Will it be possible to build a building in a year or two for materially less than it would cost now?" H. H. Fox, vice-president of the Turner Construction Company, who has made a special survey of building conditions generally, says:

"Consideration of this question involves two principal factors—the general price level; that is, the value of the dollar, and the demand for building construction.

"Many articles have been written on the prospects of a decrease in the general price level and it is not necessary to discuss this topic at length. In view of the enormous increase of money in circulation ($56 per capita to-day against $35 per capita in 1914); increased credit facilities due to the Federal Reserve System, making money easier to get and, therefore, easier to spend; high prices, shortage of raw materials, and inefficiency of labor in foreign countries which will prevent foreign competition from being a vital factor for some time, it seems unreasonable to hope for a rapid drop in the general price level."

To Open Ashdown Store in Edmonton

James H. Ashdown Visiting in Montreal—In Reminiscent Mood—Tells of Early Pioneering on Western Prairies—Outlines Further Extensions to Western Enterprise.

MONTREAL.—Mr. James H. Ashdown, of Winnipeg, characterized as a merchant prince from a great country, is visiting in Montreal. When interviewed Mr. Ashdown was in a reminiscent mood and recounted many interesting stories of pioneering in the West since he tramped to the site of Winnipeg fifty-three years ago. From the small beginnings of those days Mr. Ashdown has evolved what is now one of the leaders in Winnipeg's commercial enterprise. His business establishments are equally known in Calgary and Saskatoon and he states that he has plans in preparation for the erection of a large store in Edmonton next spring. Edmonton, he says, is the gateway to the great Peace River country which is becoming an increasingly important fac tor in Canada's national life.

Mr. Ashdown is modest in regard to taking credit for the rapid growth of the enterprise of which he is head. In being interviewed he makes the simple statment: "I have simply grown up with the country."

When Mr. Ashdown tramped into the prairie on his long and arduous journey from the township of Brant, Ontario, having made the last 450 miles afoot alongside the Red River carts, there were no great church spires or edifices and the name of Winnipeg had been little heard except in the musical dialect of the Indian. There was a fort there to accentuate the presence of the Hudson

JAMES H. ASHDOWN
Head of J. H. Ashdown Hardware Co., Ltd., Winnipeg, who visited Montreal last week.

Bay Company and a straggling settlement of people, possibly about 10,000, occupying what was known as the Red River settlement. "For much of the way from St. Cleod," said Mr. Ashdown, "we passed alongside the scene of the great Sioux massacre in Minnesota which had occurred a comparatively short time before."

Mr. Ashdown tells of the Riel Rebellion arising from the apparent indifference of the Government towards helping the pioneers of the Western prairies.

Manitoba Highway Construction

The Canadian Minister for Railways has approved plans submitted by the Manitoba Government for extensive highway construction under terms of the Dominion Highways Act. The expenditures contemplated will amount to about $3,500,000, and about 4,000 miles of roadway will be improved. The highways approved are those from Winnipeg to Lake Winnipeg; Winnipeg to Rainy River; Winnipeg to Emerson, at the United States boundary; Winnipeg to Reston, connecting with western roads there; Winnipeg to Portage la Prairie and Brandon to Elkhorn, and connecting with the Saskatchewan system at Russell. There is also a system starting at the United States boundary and extending through the Province of Manitoba.

An additional roadway will be built through the central part of the Province of Manitoba, extending north and south, with a series of intermediate trunk and market roads. All of the provinces are participating in the Federal scheme of highway improvement, which is calculated to revolutionize public highway transportation in Canada.

Novel Invention by Winnipeg Man

Winnipeg.—A window blind attachment has been invented by J. A. Crozier of Winnipeg, Man.

The invention provides an attachment to the ordinary window blind which affords perfect ventilation from the top of the window, without any blinds flappin when the window is opened. By means of a fibre rolling screen, which is absolutely fly proof, the window curtain is enabled to fall, carries with it the window blind, and any portiers attached, and at the same time gives the necessary ventilation. It can be installed on any window, either new or old. In the winter time, the fibre screen rolls up on the inside of the window and thus is protected from the weather. Steps are being taken to form a company.

Regina Travellers Hold Happy Picnic

Enjoyable Day Spent by the United Commercial Travellers and Their Friends

Regina.—The annual picnic of the United Commercial Travellers at Hungry Hollow recently was attended by fully three hundred travellers with their wives and friends. From all angles the outing was a distinct success. E. R. Cameron, chairman of the general picnic committee, proved himself an able organizer, and won much praise for his efforts and G. P. Millan and Dave Best also acquitted themselves nobly in their preparations for conveying the party to the picnic grounds.

Senator Laird acted as judge of sports. The Boy Scouts' band was in attendance.

Develop Good Accessory Trade from Small Beginning

Blairmore, Alta.—L. Dutil, proprietor of the Blairmore Hardware Co., Blairmore, Alta., and Coleman Hardware Co., Coleman, Alta., installed a gasoline tank in the former town when there were only two autos there. He was the first in the district to put in such a tank. From this small beginning he has now developed an excellent auto accessory business.

Outlook is Poor for Natural Gas in Ontario

In a report of the natural gas inquiry of 1920 and of natural gas conditions in the province, handed in by Commissioner E. E. Estlin to the Minister of Mines, a gloomy summing up of possibilities and of the situation in this field is made.

The preface of the report states that depletion has been considerably accelerated owing to heavy consumption in wartime, that gas enterprises hold out no hope of financial gain, and therefore do not attract capital for further development work, which fact gives promise of the situation becoming more acute as times goes on.

"If a general readjustment in the whole situation does not take place immediately the business will pass into a decline, and this valuable fuel supply will be lost to about 15 per cent. of the population of the province," the report states. In addition the commercial end of the business is hedged in with contractual obligations assumed when the fields were young, which prevent any possibility of improvement.

In the Tilbury field, which supplies Windsor, it is stated that a decline of one-third since 1919 is reported. The gas is being withdrawn at about one-third of the open flow, which is stated to be too fast, and the field is in danger of being drowned out if the output is not considerably reduced. On other fields the report is no more encouraging.

Events in the Trade

Business Changes

Toronto.—The Elm Cutting Oil Co. has been sold to the Superior Oil Co.

Hamilton.—The Palmer Tire & Rubber Co. have been succeeded by Geo. H. Furguson.

Vanscoy, Sask.—The hardware business of S. L. Locass has been succeeded to by O. L. Locass.

Ridgeville, Sask.—A new hardware business has been commenced here by Stewart & McLloyd.

Montreal.—Dubuc Giroux have bought out the hardware store of Latour Hardware Co., 1145 Mount Royal Ave., E., Montreal.

Picton, Ont.—Adams & Vandusen, of Picton, have purchased all the patterns, stoves, stove castings, etc., of J. D. J. Barker Foundry Co., of Brighton, Ont., and are removing to Picton. This foundry was formerly located in Picton. A few years ago a new company was formed and it was moved to Brighton.

Incorporations

The Standard Metal Goods Co. has been incorporated to import and sell automobile parts and accessories.

Dominion Motor Castings, Limited, has applied for a charter, with an authorized capitalization of $250,000. The new concern will manufacture different types of castings used for automobiles, etc. A factory is being constructed in Windsor with a floor space of 23,000 square feet. It is proposed to employ about 150 men in the manufacture of castings.

Hold Annual Picnic

About seventy-five employes of the Ever-Ready Safety Razor Company attended the annual picnic at Bolton and enjoyed an excellent program of sports. The feature of the day was a baseball game between teams representing the office and factory, and which was terminated with the latter team in the lead.

Gas Order Issued by Commissioner

Chatham.—Provincial Gas Commissioner Estlin to-day issued an order to companies to cut off all consumers who are using natural gas for other than domestic purposes, except under special license. This action follows a complaint made that gas which should be conserved for households next winter was being used now for manufacturing.

JOINS WILT TWIST DRILL COMPANY STAFF

E. A. Humphries, for the past three years a member of the staff of Hardware and Metal, recently became connected with the selling force of the Wilt Twist Drill Company of Walkerville, Ont.

London Hardware Holds Successful Picnic

London, Ont.—More than one hundred employees of the D. H. Howden Hardware Co. and their friends had a most enjoyable outing at Springbank Park on Saturday afternoon on the occasion of the firm's first annual picnic. Everybody had such a rattling good time that by an absolutely unanimous vote it was decided to hold a similar outing every summer. The picnickers got away early on Saturday afternoon and secured the east end of the big park and started in with a program of sports that kept everybody interested. A feature of the day was the baseball game between the office staff and the men in the warehouse. The game was replete with fast plays and as the score shows plenty of hitting. The score at the finish stood 18 to 10 in favor of the men from the warehouse. The warehousemen also proved their mettle by coming off victorious in a tug-of-war. Many novelty races were introduced and such events as "Chasing the Chickens" and the biscuit eating contest.

News of Western Ontario

G. A. Sills, hardware merchant at Seaforth, Ont., has left to spend a few weeks with relatives and friends at Prince Albert, Sask.

* * *

Mr. and Mrs. George Reid, of Blytheswood, Ont., have been spending a few days with their son, Orville Reid, of the Reid Hardware, at Belmont, Ont.

* * *

The ratepayers at Newbury, Ont., will vote on September 14 on a by-law to raise $9,000 for installation of a new electric lighting system.

* * *

John Lind, formerly of London, Ont., now manager of the St. Mary's Cement Works at St. Mary's, Ont., has purchased Ardmore Park, and may present it to the town

Eggett & Co. have been awarded both the plumbing and heating contract for the $70,000 addition to public school at Ealing, a suburb of London, Ont.

* * *

Thomas Partridge, of London, Ont., has plumbing and heating contract for new $10,000 office building for the London and Petrolea Barrel Co.

* * *

Charles Cook, formerly of the Taylor Hardware Co., now of Porcupine, Ont., has been spending a few days looking up old friends at London, Ont.

* * *

J. G. Steele, of London, Ont., who had contemplated moving his hardware business to new and larger premises on Dundas street which he purchased some time ago, has decided to remain in his present location for a while.

* * *

Word has been received of the death in Winnipeg of W. B. Collins, for many years proprietor of a general store at Wyoming, Ont., and one of the best known oil men in the district. Until about a year ago he took an active part in the management of the Sarnia Gas Co. and was vice-president of the Sarnia Electric Co.

* * *

Fred. McLeod who has been pricer at the Hobbs Hardware, London, Ont., for some time has purchased the hardware business of W. D. Yelf, at Ailsa Craig, Ont., and is now busy taking stock.

* * *

The death occurred at London, Ont., on Saturday after a long illness of Mrs. Margaret C. Brady, mother of "Ted" Brady, of the Cowan Hardware Co. She was the wife of John C. Brady of the Customs House staff.

Removal of British Embargo on Hides and Skins

A cable from London says that the following products have been removed from the export embargo list: calfskins, hides.

Exports and Imports of Canada Almost Even

Ottawa, Ont., Aug. 29.—According to a summary of Canadian trade issued by the Dominion Bureau of Statistics for the 12-month period ending July 31, exports and imports are almost even.

The total imports are valued at $1,253,191,735 and the exports at $1,264,463,537. Figures covering the same period of 1919 were: Imports, $870,850,691, and exports, $1,273,443,272.

Chatham Steam Heating Plan Not Favored by R.M.A.

Chatham.—The proposition to take over the plant of the steam heating company and operate it next winter as a semi-public owned utility is not popular among all of the members of the Retail Merchants' Association. It was stated this morning that a large number of the merchants are considering the installation of their own heating systems rather than depend upon the steam heating company, which fell down badly last year during the cold weather. It is quite likely that before winter sets in a large number of the merchants will have dispensed entirely with the Chatham steam heat.

Decreased Demand for British Cutlery

Reports from Sheffield, England, say that foreign and domestic orders have fallen off considerably in the cutlery and silver-plate industries. Table cutlery is still maintaining its position, but quicker deliveries can now be obtained, even of stainless cutlery. The quietude of the pen and pocket knife departments has had the effect of reducing selling prices in some instances.

British Empire Steel Corporation

It is announced by the British Empire Steel Corporation that it has decided upon a development programme which will call for an expenditure of approximately $20,000,000 in Nova Scotia in developing its steel, coal and shipbuilding properties. Of this sum, the Dominion Coal Company will have $6,250,000 for new ocean terminal piers at Louisberg; the Dominion Iron & Steel Company $6,250,000. the Nova Scotia Steel Company, Sydney Mines, $2,080,000; Cape Breton, $14,580,000; Nova Scotia Steel Company, New Glasgow, $4,160,000, and the Halifax Shipyards, $1,250,000.

British Manufacturers Can Make Immediate Deliveries

Cable advices have been received by F. W. Field, the British Government Trade Commissioner in Toronto, from the Department of Overseas Trade, London, England, that the United Kingdom iron and steel industries are fully occupied with home orders to the capacity of raw materials available. Manufacturers of tin plates, galvanized sheets, hardware, cutlery and pottery, are in a little better position and can deal with an increased export business. Among the industries in the United Kingdom which can now handle larger business are machine tools, motor cars (except the higher grades), electric batteries and accumulators, musical instruments. Indications in those industries point to a larger export trade in the near future. The same remarks apply to glass and glassware.

Death of William P. Millar

For Many Years Prominent in the Trade and Until Recently Winnipeg Manager of the James Smart Plant of Canada Foundries & Forgings, Ltd.—Died at Virden on Return from Trip to the Orient.

THE death occurred at Virden, Manitoba, of Mr. W. P. Millar, Director of Export and Imports of the Canada Foundries & Forgings, Limited, and for many years a prominent figure in the trade. In 1916 Mr. Millar was appointed as manager of the Winnipeg branch of the James Smart Mfg. Co., Ltd., which was later taken over by the Canada Foundries & Forgings, Ltd. Mr. Millar had had several years' experience in the Northwest prior to that time and was well fitted for the position which he assumed. He recently set out on an extended trip to the Orient, renewing export connections for the James Smart plant and the other plants of the Canada Foundries & Forgings, Ltd., and was just returning from this trip when he died at Virden.

LATE WILLIAM P. MILLAR

Whose death at Virden, Man., is announced, while returning from a trip to the Orient in the interests of export trade for the Canada Foundries & Forgings, Ltd. Deceased was formerly manager of the Winnipeg branch of the James Smart Co.

To Build Steel Mills and Furnaces in British Columbia

Victoria, B.C.—Rolling mills and blast furnaces for the manufacture of steel, will, it is expected, be established in this province as soon as the necessary market for the product of such an undertaking has been assured, according to a statement made by Major Martyn, Industrial Commissioner for the province, who, with James M. McVity and Nichol Thompson, of the advisory council of the British Columbia Department of Industries, has left for Chicago and San Francisco in connection with the matter.

German Workmen Threaten to Wreck Plant

More than 15,000 workmen in metal industries at Stuttgart, Germany, were locked out following their threat to wreck the plant and do bodily injury to the management if the plan to deduct income tax from their wages was carried out.

Canadian Opportunity

Greek mining for its more progressive and exetnded exploitation requires principally: (a) capital; (b) modern machinery and plant installations; (c) more economical methods in mining operations; and (d) more convenient means and greater faciilties of transport. It may be expected that further developments will occur in this industry, whose productive capital already is estimated at at least 69,000,000 drachmas, and Canadian manufacturers of mining tools and machinery should note the existing industry and watch carefully whatever additional progress takes place.

World's Largest Oven at a South Wales Steel Works

A giant oven, over eighty-five feet high, has just started work at the Ebbw Vale Steel Works in South Wales.

This furnace, the largest in the world, took over three years to build, and cost a million pounds. When working at full blast it will produce 3,000 tons of steel a week, or enough to build an Atlantic liner every month.

The first fires were started on July 4, and now they will never be allowed to go out. When the second giant furnace is completed the twin engineering wonders of South Wales will produce 300,000 tons of steel every year.

Huge West African Market

Statistics recently compiled show that the total import and export trade of the West African States and Colonies last year amounted to nearly £100,000,000.

There is throughout the whole of West Africa a large demand for hardware and ironmongery.

Newsy Notes From Here and There

Montreal. — Fred Walker, city salesman for Caverhill Learmont & Co., Ltd., is out of the city this week spending his vacation.

* * *

Montreal.—G. Prudhomme, of A. Prudhomme & Fils, wholesale hardware merchants, was bereaved this week in the sudden death of his wife.

* * *

Montreal.—Mr. Philips, of the Stark-Seybold Wholesale Hardware Co., Ltd., Montreal, is away on a two week's vacation.

* * *

Montreal.—Mr. Breigle, who is in charge of the heavy hardware department of Caverhill and Learmont Co., Ltd., Montreal, left the city early this week for a two week's vacation.

* * *

Montreal, Que.—The Imperial Electric and Hardware Co. has been registered at Montreal.

* * *

Toronto. — Hardware dealers from out of town who were visitors at H. S. Howland Sons & Co., the first week of the Exhibition included: — D. J. Hartle, Minden, Ont.; T. F. Donald, Keswick, Ont.; W. G. B. Martin. Wilberforce, Ont.; Sam Pollard, Petrolia, Ont.; J. W. Perkins, Unionville, Ont.; E. H. Herring, Seabright, Ont.; Buyer of Hillhouse, McLeod Co., Clifford, Ont.

* * *

Toronto, Ont.—L. W. Simms, president of T. S. Simms & Co., Ltd., and a party of friends will be in Toronto next Thursday. After visiting the exhibition they will continue their trip to Chicago.

* * *

Toronto, Ont.—P. McA. Simms, of T. S. Simms & Co., Ltd., is in Toronto from St. John, N.B. He will remain here during the exhibition and is located at the company's booth in the Industrial Bldg.

* * *

Toronto.—Hardware dealers visiting Kennedy Hardware Co., Ltd., during the first week of Exhibition were as follows: Representative of C. M. Allen Co., Colborne, Ont.; Messrs. Allen of Lindsay, Ont., and Henry, of Orono, Ont.

* * *

London, Ont.—R. A. Somers, superintendent of the wares factories of Mc Clary Manufacturing Co., has resigned and has been succeeded by Kenneth Gunn.

* * *

Renfrew.—Renfrew Electrical Products Co., Ltd., about a year ago purchased the exclusive right to manufacture Majestic electric heaters from a firm in Toronto. They have moved the business here from that city. The local company has a large number of expert workmen, needed to keep up with the orders which are coming in from all parts of Canada.

* * *

Parkhill, Ont.—A gas and oil company has been formed among the farmers of West Williams township.

* * *

Brampton, Ont. — A thief recently gained entrance to the Bush Hardware Store by removing a portion of a window at the rear of the store, and ramsacked the place. The show cases, cash drawer and shelves were somewhat upset, but there is little evidence that the thief got away with any quantity of goods.

* * *

Falher, Alta.—The Falher Hardware Co. is going into the general store bus-

* * *

Loverna, Sask.—Perry & Knott's general store was completely destroyed in a recent fire. A strong wind was blowing and when the barrels of lubricating oils in the hardware section caught fire the flames threatened to wipe out the whole business section. A timely shower stopped further destruction.

Hardware Letter Box

PORTER LANTERNS

The Plaunt Hardware Co., Ottawa.—Kindly advise us of the address of Wm-Porter & Sons, manufacturers of lanterns, in the States.

Answer.—The Porter Co., 241 Water St., New York City.

Catalogs and Booklets

TWIST DRILLS AND REAMERS

The Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ontario, has just published a very elaborate catalog of drills, reamers and cutters which not only lists the various types of tools, but gives a description of the various styles and types, and gives suggestions on their proper uses. This catalog is now ready for distribution and can be had by writing to the jobber or direct.

Empire Steel Starts.—The first result of the British Empire Steel Corporation's scheme of development for the Dominion Coal Company's properties, at Springhill, was evident when the sod was broken for a new mine at a point one hundred yards distant from Number 7, which was opened a short while ago. The new slope is expected to tap a rich seam of coal from four to six feet in width.

To Operate Brickworks.—The Dominion Steel Corporation, following out its policy of being self-suporting, will put into operation the plant of the Sydney Cement Co. and the Sydney Pressed Brick Co. These plants have had a thorough inspection by the officials of the Dominion Steel and will be put into good working order with up-to-date machinery at the earliest possible moment.

Engravers and Die Sinkers Ltd. has been incorporated to manufacture machinery, metals, merchandise, etc., their head office to be in Toronto, Ont.

Trade Enquiries

The names of the firms making the inquiries given below, with their addresses, can be obtained only by those interested in the respective commodities upon application to HARDWARE AND METAL.

Please Quote the Reference Number When Requiring Addresses

1772. **Electrical accessories.**—A Hull firm ask to be placed in touch with Canadian exporters of electrical accessories, cables, fittings, motors, dynamos, glass shades, etc., etc.

1773. **Fencing wire.**—A South African agent asks for correspondence in reference to the representation for the Union on fencing wire.

1174. **Iron and steel.**—A Manchester firm are open to consider offers of steel, wire rods, billets, blooms, plates, sheets, bars, iron bars, etc.

1175. **Iron and steel, etc.**—A Manchester firm inquire for Canadian manufacturers of pig-iron, manufactured iron and steel, aluminium, copper and non-ferrous metals seeking representation in the north of England.

1776. **Iron and steel.**—A Manchester firm are open to represent manufacturers of steel blooms, slabs, billets, sheet bars, plates, wire rods, joists, channels and angles.

1777. **Oils.**—A Manchester firm are prepared to consider offers of mineral lubricating oil, paraffin wax and scale.

1778. **Athletic goods.**—A Manchester firm are open to import hockey sticks and raw material for manufacture of athletic goods.

1780. **Rubber.**—A Manchester firm are open to purchase crude materials used by india-rubber manufacturers, comprising reclaimed rubber, colored pigments, drugs and chemicals.

1782. **Pianos.**—A Cape Town firm of commercial agents are seeking Canadian piano agencies for the Union of South Africa. Will purchase their samples. Immediate correspondence requested.

1783. **Leather.**—A Northampton firm are open to purchase box calf and willow calf and sides, or would be prepared to act as agents.

Mechanical Displays Stimulate Sales

Sylvestre & Fils, Montreal, Use This Plan With Success—Pays to Interest Children — Small Motor Provides Power — Suggestions for Mechanical Displays of Paint, Fishing Tackle, etc.

SYLVESTRE & FILS, 603 Mount Royal Ave., East, Montreal, are great believers in the value of mechanical window displays as trade developers. So definite is the conviction of Mr. Sylvestre, Sr., on this point that he uses this method of drawing trade very frequently, and when the representative of Hardware and Metal called recently to interview the firm, there were mechanical displays in each window. In view of the fact that definite results have followed the installation of these moving displays, it is proof of their value from a trade-stimulating viewpoint.

"Sales are always better when we have one of these moving displays in the window," said Mr. Sylvestre. "We are very much satisfied with the results obtained in the use of these mechanical displays."

Pays to Interest Child

One of the great advantages of these moving displays is that of the interest created on the part of the child. In referring to this phase of trade development, Mr. Sylvestre said:

"The child is one of the best advertisers you can find. They go home and tell their parents about the moving display in the window, and persuade the parents to come down and look at it. When the father or mother arrives they see the display but they also see what other lines we have in the window and are impressed with the display, even though they may not want to buy at that time. Later, when they want to buy, they remember that they saw a certain line on display in our window and come to us for it."

Mr. Sylvestre stated that this was the only kind of advertising they do, but that so marked have the results been that they feel it is the best type of advertising which they can do. Located, as they are, in a densely populated and fast-growing district of Montreal, they find that sales are quickly developed and the growth of trade is continuous.

In speaking of these moving displays further Mr. Sylvestre continued:

"On Saturday night there is such a crowd of children around the windows that we can scarcely get near it. These displays always draw big crowds of children and as they do a lot of talking they are the very best advertisers."

Apparatus Is Simple

The necessary arrangements for electric motor and this consumes very simple nature and this is one great advantage.

"We use a one-eighth horse power electric motor and this consumes very little current. The shafting is all of wood and we made this ourselves. The cost to operate is, therefore, very small and the shafting and the pulleys are always ready for a different kind of display."

The mechanical apparatus is located in the basement immediately beneath the store windows. Connection is made with the contrivances in the windows by means of heavy cotton cord, and as all the apparatus used is very light, and generally constructed of cardboard, there is no strain of any kind.

In order that there may be no noise or friction, lubrication is easily applied to the various parts where there is any possibility of friction, and the operation of the contrivance is absolutely noiseless.

Some of the Windows

When the writer called the two windows above referred to were seasonable ones. One of them was a paint display. In the centre of the window a section of small panels, descriptive of a line of enamels, was placed on two paint cases—at a sufficient height to strike the eye of a passer-by just about half way between top and bottom of this panel. Centered in the middle of the top and bottom of the panel it links up with the mechanism and revolves. Just to the left of this panel the figure of a man was so arranged as to permit of his arms being attached to the crank of a pail filled with high colored pigments, showing the operation of paint-grinding. Tinted with various colors, this naturally looks very life-like and was decidedly attractive. It possessed an air of uniqueness, and certainly drew the attention of children and grown-ups alike.

In the opposite window was depicted a would-be angler sitting on the banks of a river, fishing. A box was lined with tea lead and water was placed in this box. At the end of the line suspended from the fishing rod the fisherman had hooked an old boot. The expression on the angler's face was anything but pleasing, indicating his chagrin at not catching the real thing.

Both of these contrivances are operated from the basement, on the same line of shafting, and are run by the one-eighth horse power motor.

Mr. Sylvestre uses this type of display for various goods and had one some time ago in which a hunter was shooting rabbits. Another one he hopes to display in the very near future is the actual operation of a model washing machine.

U.S. May Advance Extras On Nails

Cleveland, Ohio.—The Iron Trade Review says:—Influence of higher freight rates in effect remains cast generally over the iron and steel market. The factor of increased cost therein represented is leading both buyers and sellers to act with greater deliberation until the new basis of operations has been more clearly established. Conflict of various state and national authorities with regard to new intrastate rates has confused the situation in several directions. An increase of 50 per cent in ore handling charges at lower lake ports has been proposed together with higher storage rates to conform to the new rail schedule.

Iron and steel prices continue to reflect the increased cost of production attendant upon the new rates. It is reported though not officially announced that the leading wire interest has decided upon an advance of $5 per ton in its extras on nails. Base prices are not to be altered. If this action is taken it will be the first semblance of a price change adopted by the Steel Corporation since March, 1919. The National Tube Co. has announced a new composite list on oil country goods, incorporating the advanced freight rates, in which are consolidated the several zone lists previously followed. Independent mills are holding their schedules more firmly and in some lines are quoting higher. Improvement in transportation conditions is progressing but some acute spots remain. Oil field operation in the Southeast having reached a critical stage because of the shortage of supplies, the interstate commerce commission has been forced to allocate cars to Pittsburgh and Youngstown mills for relief. Buyers are feeling their way at the advanced prices recently established in pig iron. Sales and inquiry have dropped off considerably especially for next year. Prices however show general strength. A decided shortage of iron in eastern Pennsylvania has developed especially in basic and plate mill operations are being retarded.

Some rail tonnages of importance for 1921 delivery have been accepted by the mills but the price is left open to be settled by Jan. 1. An increased demand for track fastenings is in evidence. Car orders remain few. English makers of ferro-manganese have cut their price to this country $20 per ton.

You and Your Customers Can be sure of . . . . .

CROWN DIAMOND PAINT

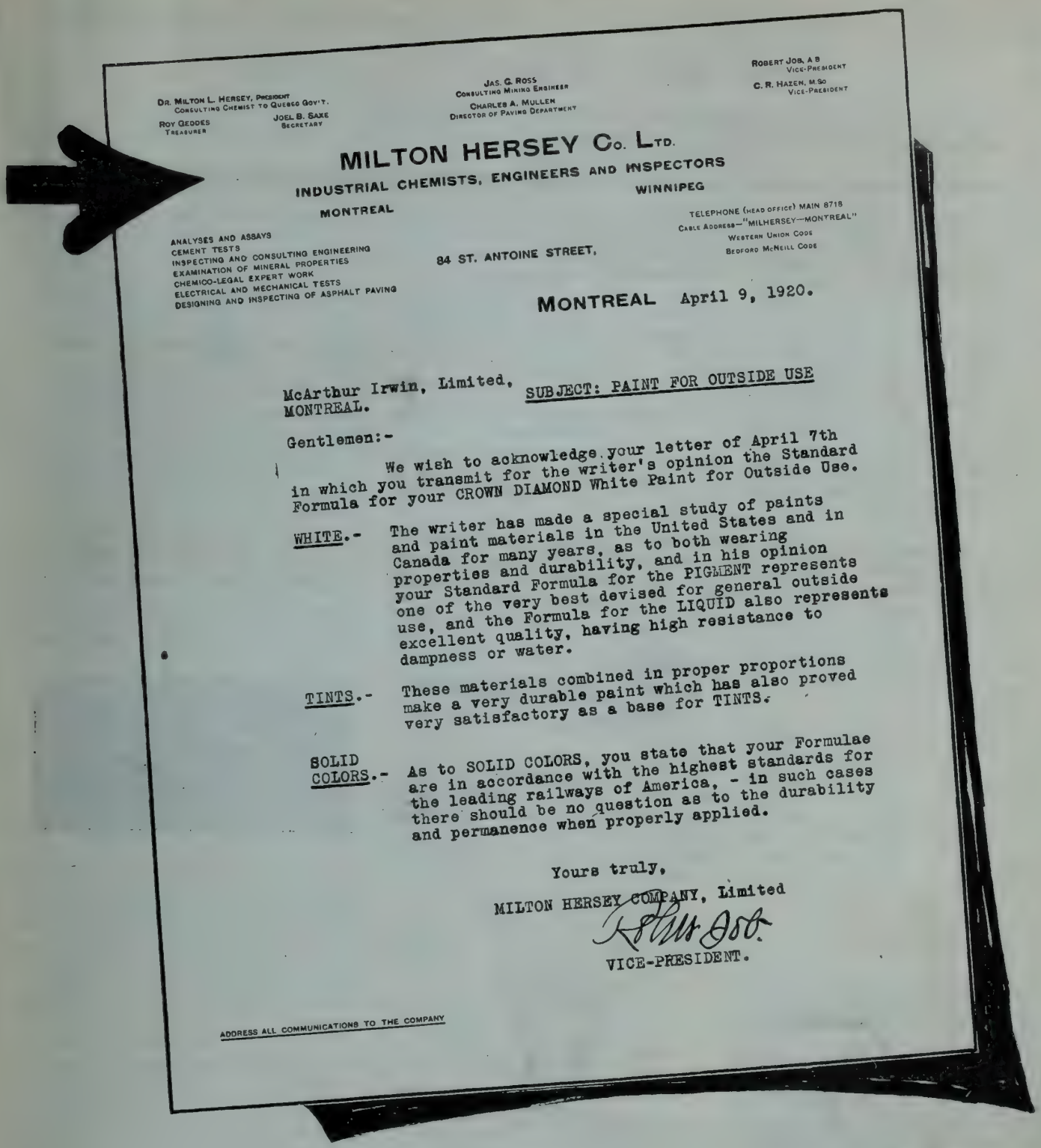
because many elaborate tests and analyses have proven that it is constructed of materials which give wearing qualities and service far beyond that given by ordinary paint.

The letter shown on the opposite page is more convincing than any expression from us, because Mr. Job is an absolutely unbiassed paint authority. He is consulting chemist for the largest railways and is closely associated with the extensive paint tests conducted in the States. Many of the Government paint specifications have been prepared by Mr. Job, and he is in no way connected with the paint industry.

This is why we submitted the Crown Diamond Paint formula to Mr. Job and his letter but verifies our own statements of the exceptionally high standard and wearing qualities of Crown Diamond Paint.

Selling paint backed by such assurances of quality means that you create a lasting reputation for reliability.

Write us to-day and we will give you details of other tests which will convince you that Crown Diamond Paint is a pure paint — a practical paint for all purposes, and a paint you can sell with absolute confidence that it is creating an extensive good-will for your business.



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MILTON HERSEY Co. LTD.

INDUSTRIAL CHEMISTS, ENGINEERS AND INSPECTORS

MONTREAL WINNIPEG

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MONTREAL April 9, 1920.

McArthur Irwin, Limited,
MONTREAL.

SUBJECT: PAINT FOR OUTSIDE USE

Gentlemen:-

We wish to acknowledge your letter of April 7th in which you transmit for the writer's opinion the Standard Formula for your CROWN DIAMOND White Paint for Outside Use.

WHITE.- The writer has made a special study of paints and paint materials in the United States and in Canada for many years, as to both wearing properties and durability, and in his opinion your Standard Formula for the PIGMENT represents one of the very best devised for general outside use, and the Formula for the LIQUID also represents excellent quality, having high resistance to dampness or water.

TINTS.- These materials combined in proper proportions make a very durable paint which has also proved very satisfactory as a base for TINTS.

SOLID COLORS.- As to SOLID COLORS, you state that your Formulae are in accordance with the highest standards for the leading railways of America, - in such cases there should be no question as to the durability and permanence when properly applied.

Yours truly,

MILTON HERSEY COMPANY, Limited

R. Hersey

VICE-PRESIDENT.

ADDRESS ALL COMMUNICATIONS TO THE COMPANY

"Save the surface and you save all" Paint & Varnish

McARTHUR, IRWIN, LIMITED

Established 1842 **Montreal**

DISTRIBUTORS OF CROWN DIAMOND PAINTS:
Stewart & Wood, Limited, Toronto; W. B. Dalton & Sons, Kingston; Crowell Bros., Halifax, N.S.; Robertson, Foster & Smith, Limited, St. John, N.B.; Farquhar & Gill, Vancouver, B.C.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

EXTERNAL EMERGENCY BRAKE

A new external emergency brake is being offered the trade by the Raybestos Company, Bridgeport, Conn., who have supplied the following description:

This addition to the Raybestos line is scientifically correct in principle. In practice it works out as intended. It takes the place of the internal expansion brakes in the rear wheels of the Ford car, but these need not be removed unless desired. It can be attached in a few moments as no drilling is required. It may be put on without removing the wheels, but this is less convenient.

This brake requires only a wrench to install as it fits the studs on the Ford brake housing perfectly. The principle used is the "wrapping" or "winding" action, which increases in proportion as the brake is applied. Developed by brake specialists this principle is accepted as correct and will undoubtedly continue standard practice for some years to come.

Constructed of rolled steel of substantial weight, eight and one-quarter inches by one and one-quarter inches, covered with a rust-resisting compound.

An adjusting nut makes it possible to keep the brake tension just right. Everything needed to apply the brake is supplied.

The Reliable Battery Filler

The Reliable Mfg. Co., 2819-35 Prospect Avenue, Cleveland, Ohio, offer to the trade their new battery filler. They claim that it keeps distilled water clean and covers a convenient means of filling batteries and that it is strongly built of substantial materials to stand heavy service, and no metal comes in contact with contents and is easy to refill. The capacity is one gallon.

NEW TOOLS MADE BY GOODELL-PRATT CO.

The Goodell-Pratt Co., of Greenfield, Mass., have recently brought out some new machinists' tools among which are the following:

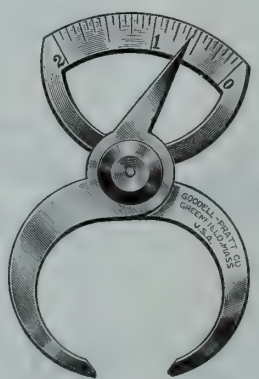
Chauffeurs' Universal Wrench, No. 595

This chauffeurs' universal wrench is so named because it is self-adjusting for any size or hexagon nut up to ⅝ of an inch, and will hold round pipe up to ½

inch. The jaws are opened by pressing a trigger and automatically closed by means of a spring. It is said to firmly grip any size piece within its capacity and to be made from steel with hardened jaws. The handle is shaped to give a good grip.

Indicating Calipers

These tools will be found more convenient than caliper rules for making

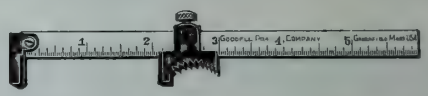


all outside measurements of either lengths or diameters, up to 2 inches in the No. 662 and 50 mm. in No. 672.

It is claimed that the tool is made from a hard stock and is stiff and rigid and the arc is accurately divided to read 16ths of an inch. The entire tool is very nicely finished.

Slide Caliper Rule No. 1771

This useful little tool, it is pointed out, can be used for three distinct purposes. It is primarily intended for use as a caliper rule, for which purpose

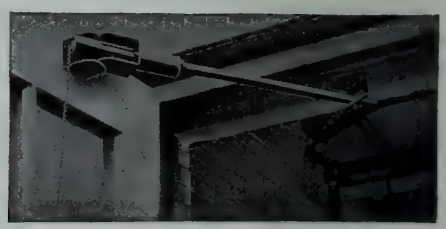


it will be found extremely convenient as measurements are read directly from the end of the slide without the necessity of making any allowances.

By reversing the thumb slide the tool becomes a stop rule, and by removing it entirely a narrow hook rule.

GARAGE DOOR HOLDERS

The Stanley Works of New Britain, Conn., have brought out a new garage door holder, the purpose of which is to prevent doors slamming and doing



damage to cars. The holder consists of a U shaped arm of heavy steel, with springs covered by a cylinder, which are said to act as a cushion, relieving the strain on hinges. The holders are furnished in different finishes and are reversible and can be applied to right or left hand and square or curved top doors.

ICELESS REFRIGERATORS

The Thermanor Co., 709 Sixth Ave., New York City, are responsible for a new food container which they claim keeps food cool and fresh without the use of ice. The Thermanor, as they term it, employs the principle of cooling by evaporation and it is said that for all except the few days in the year when humidity is exceptionally high the Thermanor will save expense by cutting down ice bills, as all that is necessary is to immerse the Thermanor in water every three days and place it where moving air can sweep over it.

It is said to be compact, neat and easily cleaned and makes no mess in the house.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

HIGHER prices are reported on a good many hardware lines this week and perhaps the most outstanding feature and the one that will affect most housewives is the advance which has taken place on all wares. Practically everything that is used round the kitchen has been increased in price and new discounts are out on all lines of tin and enamelware, also on galvanized ware, steel and sheet iron goods and on nickel plated copper ware. Hardware and Metal were informed by manufacturers that increases were justified by higher costs of raw material, etc., and all materials entering into make-up of these goods have been hard to obtain.

Higher prices are noted on stoveboards, and washboards, also on barbed wire, hay knives, cut glassware, and food choppers.

Linseed oil and turpentine have lower prices and another reduction has taken place in price of leather soles and heels.

Shortages continue on wire nails and on iron pipe and pipe fittings. Canada plate and galvanized sheets are very scarce indeed and dealers are unable to get supplies anywhere.

The iron and steel market has already felt the influence of increase in freight rates from the mills. A greater deliberation on the part of buyers and sellers is reported. While a slight improvement in transportation is reported, there is room for a lot more yet as distribution is still poor.

The hardware and paint trade generally report a fair amount of business and booked orders for future delivery are good, although prices do not seem to have declined in hardware commodities and many lines are scarce both jobbers and dealers are optimistic and look for a record fall trade.

Collections are coming in satisfactorily.

MONTREAL MARKETS

MONTREAL, Sept. 3.—The Montreal hardware market is very quiet this week except for a few changes, principally the oil line. Gasoline has advanced two cents a gallon this week. Lubricating oils are between one and two cents a gallon dearer and greases have advanced about two cents a pound. Scythes for next year will be more expensive. There was an advance last week in the price of roofing and building paper. Tin and enamelled ware are also higher. Building paper will cost more. Also an advance of 55 per cent. on steel and brass jack chains. Leather soles are reduced twenty per cent. in price. A scarcity of the small sizes of nails exists. The market is rather quiet but the prospects for the fall business are very good in most lines. The sales of roofing for Montreal this season are twenty per cent. higher than they were for the same season last year. The shortage of iron and steel is being felt more and more by the hardware trade.

As a result of the steel workers' strike here there is a stringency in iron and steel. This has also caused for the first time scrap to be shipped from Canada to England. Later this may prove to be a boon to scrap merchants as well as to Canada.

Outlook Exceedingly Dark For Iron and Steel

Montreal.

IRON AND STEEL.—The outlook for iron and steel is even darker this week than in previous weeks. Besides the under production to meet demands, the strike in one of the big plants has crippled production at the worst possible time. How long this state of affairs will last it is hard to say. Prices as given below hold but shipments are at a premium.

IRON AND STEEL

Iron finish machinery steel		$5 05
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		5 50
Tire steel		5 20
Toe calk steel, per 100 lbs.		5 90
Band steel		5 00
Harrow tooth steel		5 15
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Common bar iron, per 100 lbs.		4 65
Refined iron, per 100 lbs.		5 65
Mild steel		5 00

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Brighter Business on All Lead Products

Montreal.

LEAD PRODUCTS.—The demand for lead products is brightening up with the approach of the fall season. No change in prices is announced, and all lead lines are holding firm.

Lead pipe, per 100 lbs.	17 00
Lead waste, per 100 lbs.	18 00

Note.—Lead pipe is subject to a discount of 10%

Lead traps and bends ....List plus 30%

Lead wool, lb.	0 16
Lead sheets, 2½ lbs.	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb	0 13¼
Do., 4 to 8 lbs. sq. ft.	0 13

Cut sheets ¼c lb. extra and cut sheets to size. ¾c lb. extra.

Solder, guaranteed, lb.	0 37½
Solder, strictly, lb.	0 35½
Solder, commercial	0 33
Solder, wiping, lb.	0 32¾
Solder wire (8 guage)—	
40-60	0 37½
40-55	0 39¾
50-50	0 42¼
Zinc sheets, casks	0 16½
Do., broken lots	0 17

Very Strong Market for Rubber Belting and Hose

Montreal.

BELTING AND RUBBER HOSE.—There has been no change in quotations on rubber hose or belting since early in July. The market, since then, has held very firm, and although no changes are contemplated, it is certain that under conditions prevailing for raw material that any movement would be a change

upward. The demand for these lines has been unusually good this season.

Automobile Tires in Big Demand

Montreal.

AUTOMOBILE TIRES.—The market for raw rubber is very strong and the existing demand is barely met by supplies. The requirements this season have been heavy, and while there are no changes in price the market is very strong.

Shipping Scrap Metal to England For First Time

Montreal.

OLD MATERIAL.—The strikes prevalent here in the rolling mills have had a great effect on the market for old material or scrap. One effect it has had is that a market overseas has been sought and proved to be excellent. This is the first time that scrap material has been shipped from Canada to England. Despite this movement this market is very quiet at the present time, quotations given below holding.

Dealer's Buying Prices		
Automobile tires	0 02½	0 03
Yellow brass	0 09	0 10
Red brass	0 16	0 17
Light brass	....	0 06½
Scrap zinc	....	0 06¼
Lead, heavy	0 06	0 07
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	14 00
Stove plate, per ton	....	30 00
Heavy melting steel	24 00	25 00
No. 2 busheling	10 00	12 00
Boiler plate	17 00	18 00

No Relief to Market For Sheets and Plates

Montreal.

SHEETS AND PLATES.—The market for sheets and plates is holding firm. No change in price has occurred nor has there been any encouragement as to future supplies. The inability to meet all prevailing demands still exists.

BLACK SHEETS—		
10 gauge	....	10 95
12 gauge	....	11 00
14 gauge	....	11 05
16 gauge	....	11 15
18-20 gauge	....	11 20
22-24 gauge	....	11 25
26 gauge	....	11 30
28 gauge	....	11 45
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	13 00
28 gauge	....	12 60
26 gauge	....	11 25
22 to 24 gauge	....	12 05
20 gauge	....	12 05
18 gauge	....	12 05
16 gauge	....	10 75
English Standard—		
28 gauge	13 00	13 50
26 gauge	12 75	13 25
24 gauge	12 15	12 65
22 gauge	11 80	12 30
18 and 20 gauge	11 35	11 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Scythes Will Cost More Next Season

Montreal.

HARVEST TOOLS.—Reports on the prices for harvest tools for next year are in general about the same. Scythes have advanced in price $2.75 per dozen. This is principally on account of the higher price of the steel used. The manufacturers point out that in a scythe there are three different kinds of steel required. There is also a difficulty in obtaining skilled labor for the manufacture of these tools. It requires a man skilled in this art to turn out the best knives, and since there have been very few apprenticeships lately, and only in rare cases do sons follow up their father's trade, there is a great need for skilled men in the manufacture of scythes. Higher wages have to be paid to the men who are now able to carry on this work.

Building Paper Quotations Show Advanced Prices

Montreal.

TARRED PAPER.—There has been an advance this week in the price of tarred paper and tarred felt. The new quotation for tarred felt is $6.05 per cwt. For heavy tar straw sheets, the price is $8.05 per cwt. No. 2 dried building paper is $1.50 per roll; No. 2 tarred building paper is $1.70 per roll; No. 1 dry building paper is listed at $1.85 per roll, and No. 1 tarred building paper is listed at $1.95 per roll. The "Surprise" dry building paper is quoted at $1.55 per roll. Ready Roofing two-ply is selling at $2.33 per roll. The three-ply is selling at $2.75 per roll.

Leather Soles Reduced by Twenty Per Cent.

Montreal.

LEATHER SOLES.—There is a reduction this week of 20 per cent. on tap soles and top lifts. This reduction is on account of a slight reduction in the price of leather.

Advance of 55% on Steel Jack Chains

Montreal.

STEEL AND BRASS CHAINS.—There is a 55 per cent. advance announced on the price of single and double steel jack chains. There is also an advance of 35 per cent. on brass jack chains, both single and double. This advance is accounted for in the initial cost of the metal.

Scarcity of Small Sized Nails Exists

Montreal.

NAILS.—While the price of nails remains almost the same there is a scarcity of the smaller sizes. This scarcity has become almost acute and no hope for relief is apparent before the winter season.

Advance on Tin and Enamelled Ware Made

Montreal.

ENAMELWARE AND TINWARE.—There is an advance announced this week on all enamel and tinware. This increase in price is due to higher cost of labor and raw materials. Full price lists will be found on another page of this issue of Hardware and Metal.

Supply of Furnaces Does Not Meet Demand

Montreal.

STOVES AND FURNACES.—There is the usual fall demand for stoves but there is an increased business in hot-air furnaces. The big drawback is the lack of production in this line, and in many cases orders cannot be filled. There is no change in price in these lines and the market is holding firm.

5c Per Gallon Advance on Lubricating Oils

Montreal.

LUBRICATING OILS.—The advance in the price of lubricating oils which was announced last week amounts to 5 cents per gallon on engine oils, cylinder oils, machine oils and black oil. In fact the advance is general throughout the lubricating oils.

Hemp Market Strong; Rope Price Firm

Montreal.

ROPE AND CORDAGE.—The price for raw hemp is holding firm and the market is steady. There is no change in the price of manila rope. The pure manila is quoted at 35½ cents; British and New Zealand at 28 cents, and sisal at 22½ cents per pound. Business is rather quiet in this line at this season but a larger movement is hardly expected.

Higher Prices on Axle Grease

Montreal.

AXLE GREASE.—There has been an advance this week in the price of axle grease. The advance will add between one and two cents per pound to the cost. This change in price follows through all the oil products and originates in the higher price for crude oil in the primary market.

Higher Prices for Gasoline Now

Montreal.

GASOLINE.—Gasoline, like other oil products, has advanced in price this week. The new price is 2 cents a gallon dearer than previous quotations. The new prices are 43½ and 48½ cents per gallon. Coal oil and fuel oil are about the only oil products not yet affected in the advance. Their position on the market is, however, very strong.

Ingot Metals Firm and Unchanged

Montreal.

INGOT METALS.—Ingot metals have

held firm this week with no changes despite the slight decline that has occurred during the past few weeks. To all appearances this market is very firm and prices hold.

TIN.—Tin is quoted by importers at 56 to 57 cents per pound. In some localities there is a difficulty in obtaining supplies.

COPPER.—No change in the price of copper has occurred this week, quotations being 24 and 24½ cents.

LEAD.—Lead holds very firm in price and quotations range about 10¼ cents per pound.

ANTIMONY.—Limited sales of antimony are quoted at 10½ cents per pound. This market also continues firm at quotations given.

SPELTER.—Quotations of 10¾ cents per pound are made on the limited demand for spelter. Although the market is not active the prices are holding firm.

ALUMINUM.—No change is recorded in the price of aluminum this week, quotations being from 37 to 39 cents per pound.

TORONTO MARKETS

TORONTO, Sept. 4—Price advances are many this week and probably the feature that is the most noticeable is the increase in the price of all tin and enamel wares. The higher prices indeed affect the whole line of wares, and japanned ware, colored and white, galvanized wares, sheet iron and steel and nickel plated copper ware are all advanced. The manufacturers state that higher prices are necessary owing to the increased costs of raw material.

Other lines increased in price included cut glassware, hay knives, barbed wire, food choppers and ash sifters. Stoveboards are also higher in price. Reductions are announced on leather soles and heels.

Business keeps good and fall goods are moving out well and bookings for next spring delivery are coming to hand favorably.

The scarcity and shortage on heavy lines does not seem to improve any and iron and steel generally is hard to obtain. Wire nails are expected to follow the lead in the U.S. and advance to conform to increased freight costs. Small sizes in wire nails are especially hard to obtain. There is no improvement in the black and galvanized sheet situation and dealers look like having a hard time before them to supply stove pipes this fall. All wire goods are getting scarce. Sporting goods for fall, including firearms and ammunition, are in great demand. Collections are good.

Japanned Wares Also Revised Upwards

Toronto.

JAPANNED WARES. — These have come in for a general revision and the discount on the general list has been changed from list plus 25 per cent. to list plus 33 1-3 per cent. and the white japanned from plus 35 to plus 45. The new discount on sprinklers is 33 1-3 on list and japanned coal hods are now 80 per cent. advance on list.

Advances in Wares; All Lines Take Discounts

Toronto.

WARES.—An advance has taken place in wares and practically all lines are affected. The increases are from five to twelve and a half per cent. in tin and enamel ware and from fifteen to twenty-five per cent. in galvanized and sheet-iron ware. The high prices are called for, say the manufacturers, by the increased cost of production, scarcity of raw materials and higher freight rates on same. Manufacturers and jobbers have found it gradually getting more difficult to fill orders in these lines and the list of shortages has been growing steadily larger. Lines for which there has not been much of a call have been eliminated, but while this has undoubtedly helped, the demand has been greater than the supply.

In another column will be found complete list of new discounts.

Nickel Plated Copper Goods 10% Higher

Toronto.

COPPER WARES. — Nickel-plated copper tea kettles, tea and coffee pots are advanced another 10 per cent. and the new price on these goods is list plus 60 per cent.

Fifteen Per Cent. Advance on Galvanized Ware

Toronto.

GALVANIZED WARE. — All galvanized ware has an approximate advance of 15 per cent.

Light pails and tubs are now list plus 60 per cent. and the heavy list plus 50 per cent.

Garbage pails now sell at list plus 45 per cent. and galvanized coal hods at an advance on list of 90 per cent.

Tin, Iron, Steel and Hollow Wares Higher

Toronto.

TIN, IRON AND STEEL WARES.—An increase has been made on all these goods and on hollow ware and new discounts will be found on complete list printed in another column.

Stove Boards Advance Fifteen Per Cent.

Toronto.

STOVE BOARDS.—These goods have come in for an upward revision and new prices on the wood lined board is list plus 10 per cent. All goods made partly or wholly of lumber are costing very much more to produce than they used to.

Thirty Per Cent. Advance Rubber Window Cleaners

Toronto.

RUBBER WINDOW CLEANERS. — There has been an increase of 30 per cent. on prices of rubber window cleaners. This applies to all sizes.

Higher Prices on American Cut Glass

Toronto.

CUT AND BLOWN GLASS.— There has been a considerable advance in the price of glassware and American cut glass is now costing from 20 to 35 per cent. more in price.

Many hardware dealers are now carrying this in stock and may be interested to know that an increase of 30 per cent. has taken place in the price of Canadian blown tumblers.

Paperhanging and Painters' Tools Cost More

Toronto.

PAINTER'S TOOLS. — Higher prices are in effect on paper hanging tools and painter's scrapers.

Paper rollers are costing $3.50 a dozen and wheel knives from $7.00 to $10.50, while the common painter's scraper has advanced to $2.00 per dozen.

Higher Prices Asked For Hay Knives

Toronto.

HAY KNIVES. — Increased prices are asked on hay knives and the present prices on the following makes are as follows:

Lightning, $17.50 per dozen; Heath,

$17.50 per dozen; Spear Point, $19.00 per dozen.

Barbed Wire Higher and Very Scarce

Toronto.

BARBED WIRE. — Besides being scarce and hard to get all season barbed wire is higher in price and is now selling at $7.00 per 100 pounds net. The stocks of this are still low everywhere and it does not appear as if shortage will be relieved this season.

Quotations Higher on Food Choppers

Toronto.

FOOD CHOPPERS. — Higher quotations are out on the Universal make of food choppers being an increase of 33 1-3 per cent., and the following are new prices for this line:—

No. 0—$30.00 per dozen.
No. 1— 36.00 per dozen.
No. 2— 42.00 per dozen.
No. 3— 58.00 per dozen.

Brass and Copper Rods and Sheets Firm

Toronto.

BRASS AND COPPER. — The market has been firm and prices on brass and copper rods and sheets are unchanged but supplies have been none too plentiful. Now that there is a curtailing of the output in the automobile industry it is thought possible that there will be an improvement in conditions in this market and supplies will likely become easier as a big quantity of both these metals have been largely in demand for some time by makers of cars.

The base price for brass sheets 24 gauge is 40 cents and for copper sheets 16 ounce and heavier 46 cents.

Wood Ash Sifters to Cost More

Toronto.

ASH SIFTERS.—The long handled wood ash sifter is advanced in price and is now selling at $2.90 per dozen.

Demand Good For Fire Arms and Ammunition

Toronto.

FIRE ARMS AND AMMUNITION.—With the coming of fall more interest is taken in this line of sporting goods and jobbers report good sales of rifles, shot guns and for ammunition. The calls for the popular makes and sizes is greater than ever and despite the much higher costs on all these goods due to materials, labor and rate of exchange and the addition of the luxury tax there is a much larger demand than usual, proving that people have got the money and will have the goods if they want them.

NEW DISCOUNTS ON WARES

Britannic, advance 65%.
Scotch Grey Ware, 40%.
Colonial, 5%.
Imperial Ware, 5%.
Pearl, 5%.
Premier, list, plus 30%.
Canada Ware, list, plus 30%.
Crescent, 40%.
Diamond, plus 30%.
White Ware, 20/10%.
Japanned Ware, list plus 33 1-3%.
Japd. Ware, White, list, plus 45%.
Plain and Japanned Sprinklers, list plus 33 1-3%.
Stamped Ware, plain, 35%.
Stamped Ware, retinned, 20/10%.
Copper Bottoms, plus 50%.
Tinners' Trimmings, plain, 35%.
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, general list, plus 50%.
Factory Milk Cans, list plus 70%.
Milk Can Trimmings, list, plus 90%.
Cream Cans, list, plus 47½%.
Railroad Cans, list, plus 40%.
Sheet Iron Ware, list, plus 66 2-3%.
Pieced Ware, ordinary, list, plus 75%.
Pieced Tinware, C. B., list, plus 90%.
Fry Pans, Acme, list, plus 25%.
Fry Pans, Quick Meal, plus 50%.
Spiders, Steel, plus 50%.
Fire Shovels, japanned, list, plus 60%.
Steel Sinks, galv'zed, list plus 50%.
Steel Sinks, painted, list plus 50%.
Light Galv. Pails and Tubs, list plus 60%.
Heavy Galv. Pails and Tubs, list plus 50%.
Hollow ware, add 40%.
Garbage Pails, list, plus 45%.
Jap. Coal Hods, list, plus 80%.
Galv. Coal Hods, list, plus 90%.
Paper Lined Boards, 10%.
Wood-lined Boards, list, plus 10%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 60%.
Copper Tea and Coffee Pots, list, plus 60%.
Stove and other Pipe, list, plus 100%.
Stove Pipe Elbows, black and galv., list, plus 66 2-3%.
F.O.B. Montreal, Toronto, London, Hamilton.

Leather Belting Firm; Half Soles Cheaper

Toronto.

LEATHER BELTING. — No change has taken place in leather belting prices and manufacturers state they are running their plants on full time and cannot get supplies fast enough, and cannot see any sign of a decline in prices. On the other hand there have been further reductions in the price of tap soles and heels.

Wrought Pipe and Fittings Scarce But Unchanged

Toronto.

PIPE AND PIPE FITTINGS.—There is still a great scarcity in different sizes of wrought iron pipe, both black and galvanized and many sizes of fittings are equally hard to obtain.

Little or no improvement in supplies is observed and further advances in prices are not unexpected. Pipe is still quoted as per list 46 which will be found on current market quotation pages, and fittings, which are also unchanged, will be found there too.

Valves and Cocks in Fair Demand

Toronto.

VALVES AND COCKS. — There has been a good seasonable demand for brass goods and stocks though lighter are in fair shape and supplies can be obtained reasonably well. Jenkins gate valves are now selling at net and Jenkins globe valve at list plus 10 per cent.

Cotton Rope and Cord Firm and Unchanged

Toronto.

COTTON ROPE AND SASH CORD. —Prices on sash cord, cotton rope and twines are unchanged and markets are firm.

Reports vary as to the new crop but accounts show that three weeks of damp weather late in the season helped the boll weevil and has meant the discoloration of a good part of the crop.

Fifteen Per Cent. Advance on Mattress Wire

Toronto.

MATTRESS WIRE. — While this is not an article which is stocked by the average hardware dealer, an advance is noted in the price from $12.00 to $14.00.

Cotter Pins; Mixed Lots For Automobiles

Toronto.

COTTER PINS. — There has been a good demand for these for automobile use and for stationary gasoline engines, and they are now put up in mixed assortments in small screw top tins, and are meeting with a ready sale. Number 7 assortment is put up for Ford cars and number 5 for other makes.

Plates and Sheets Show no Improvement

Toronto.

PLATES AND SHEETS. — No improvement in the situation is reported and very little material amelioration is looked for or expected until the crops have been harvested and moved. Transportation has not bettered any and cars are being used for grain, but though stocks are said to be piling up at the mills, many of the mills are closed down and others are not operating to a quarter of their capacity, so that the trade cannot see any possibility of prices declining any. Stocks in dealer's hands are very small and nominal prices are as follows:

BLACK SHEETS

14 gauge	....	$8 95
16 gauge	....	9 00
18-20 gauge	....	9 45
22-24 gauge	....	9 50
26 gauge	....	9 55
28 gauge	....	9 65
3-16 inch plate	....	9 75
¼-inch boiler plate	....	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	$12 00	$12 50	$12 00	$13 25
U.S. 28	11 45	12 70	11 45	12 85
U.S. 26	11 15	12 40	11 15	12 55
22 and 24	11 00	12 25	11 00	12 40
18 and 20	10 70	11 95	10 70	12 10
16	10 70	11 95	10 70	12 10
12 and 14	10 55	11 20	10 55	11 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Manila Rope and Twines Unchanged

Toronto.

ROPE AND TWINE.—Demands have been fairly good for rope and twine and prices are firm and unchanged.

Pure Manilla basis is still 35½ cents and sisal 22½ cents.

Iron and Steel; Deliveries Uncertain

Toronto.

IRON AND STEEL. — Stocks on hand of iron and steel are still particularly small and deliveries uncertain.

Dealers report "no change," and absolutely no improvement in conditions.

No alternations have been made in prices here but dealers think that an advance of from two to three dollars per ton is extremely likely to take place in prices to cover increased costs, due to freight rates, but jobbers seem to be waiting for the "other one" to take the initiative.

Prices are as follows:

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and lighter	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 50
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 00
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....
Mild steel	5 50
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	6 75
Hoop steel	6 75

Steel Wire Brushes Advanced Ten Per Cent.

Toronto.

STEEL WIRE BRUSHES. — There has been a ten per cent. advance in the prices of steel wire brushes and these goods are inclined to be scarce.

Horse Blankets Moving Out Well

Toronto.

HORSE BLANKETS. — These are said to be moving out well for fall and prices are firm on all lines. The jute blanket, lined pretty nearly to bottom and quilted with stitched stayons and shaped at the neck, seems to be the best seller.

Goods Made of Wire Are Now Scarce

Toronto.

WIRE GOODS.—There has been a growing scarcity of wire goods of different descriptions and makes and this has extended to wire mesh goods and wire strainers used for straining soups, jellies, etc. Many articles made of wire are affected.

Wire Nails' Price May Go Higher

Toronto.

WIRE NAILS. — No improvement in the supply of wire nails is reported and small sizes especially are scarce and hard to get.

Lead and Zinc Products Show Firmness

Toronto.

LEAD AND ZINC.—There is a tendency towards firmness on lead and zinc products but prices are unchanged. However the market is rather quiet and buyers seem to be holding off and purchasing only small quantities.

Quotations on principal lines are as follows:

Lead pipe, list, per lb.		0 17
Do., over 8 in., list, per lb.		0 19
Lead traps and bends	....	add 30%
Lead wool, lb.	....	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	....	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, lb.	....	0 43
Solder, strictly, lb.	....	0 35
Solder, commercial, lb.	....	0 33
Solder, guaranteed, lb.	....	0 39
Solder, wiping, lb.	....	0 33
Lead waste pipe, list, per lb.		0 18
Zinc sheets, per lb.	....	0 19

Waste Materials Brisker, But Unchanged

Toronto.

WASTE MATERIALS. — Trading in waste materials has been more brisk this week but prices generally are the same.

Scrap lead and tin are reported to be in demand and aluminum and yellow metals have been quiet.

Prices are as follows:

WASTE MATERIAL

No. 2 busheling	$13 00
Stove plate, pe rton	32 00
Yellow brass	0 10
Red brass	0 15¾
No. 1 machinery cast	33 00
Heavy melting steel	15 00
Heavy copper	0 17
Scrap zinc	0 06
Light brass	0 08
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Automobile tires	0 02½
Heavy lead pipe	0 05¾
Tea lead	0 03

Ingot Metals Trading Brisker

Toronto.

INGOT METALS. — The feature of the market this week has been tin which has declined on outside markets, though unchanged locally.

LEAD.— This is said to be firmer and holding steady; the supply is greater but demands would soon absorb it. Prices are on basis of ten cents.

COPPER.—The market is said to be stronger and demands are good. Quotations on casting are still 24 cents per pound.

TIN.—This metal continues to be erratic. At the close of last week there was a sharp advance on London markets followed by a decline. New York markets were lower by nearly two cents.

Local quotations are from 56 to 58 cents.

ANTIMONY. — The market is quiet but prices are unchanged and it is quoted at 10 cents.

SPELTER. — Not very much business is reported in spelter. American interests are said to be repurchasing from London dealers. Prices continue firm at 10 3-4 cents.

ALUMINUM — Foreign metal is still being offered at lower prices than asked by home markets. It continues firm at 37 to 39 cents per pound.

LONDON MARKETS

LONDON, Sept. 2.—The feature of this week has been the new lists on harvest tools and scythes for spring delivery showing an advance of from fifteen to twenty per cent. Cultivators, hand seeders, sprayers, etc., are also revised upwards considerably. A big advance in price has taken place on barrel churns and stoveboards, washboards, jack chain and horse-shoe nails are also higher.

Business in London and surrounding districts continues good and an exceptionally good fall trade is confidently expected. Crops have been extra good in this district and conditions are excellent.

Builders' hardware, housefurnishing hardware and farm supplies are all in good demand.

White Lead Sales Fair; Prices Firm

London, Ont.

WHITE LEAD IN OIL.—Sales of white lead in oil have been very good for this period of the year and no change in prices is reported. Prices: Pure, tons, $20.45; less tons, $20.80. Elephant brand, $20.95 and $21.30 respectively.

Seasonable Demand For Linseed Oil

London, Ont.

LINSEED OIL.—The price of this is unchanged this week and sales have been seasonable though at this time of the year there is not as a rule much demand. Prices are as follows:

	Raw	Boiled
1 to 2 barrels, gal.	2 00	2 03
3 to 5 barrels, gal.	1 99	2 02
6 to 9 barrels, gal.	1 97	2 00

Less barrels add 15 cents gal.

Turpentine Prices Show No Change

London, Ont.

TURPENTINE.—No change is recorded in turpentine and prices ruling in local markets are as follows: 1 barrel lots, $2.60 per gal.; 2 to 4, $2.59; 5, $2.75.

Putty Unchanged; Prices Firm

London, Ont.

PUTTY.—Prices are ruling firm on putty, and though no change in prices has taken place it is understood that the whiting used in the manufacture has been difficult to obtain in any quantity for some time. Prices are:

	Per	100 lbs.
Standard, 100-lb. drums	....	8 30
Do., 25-lb. drums	....	8 55
Pure, 100-lb. drums	....	10 80
Do., 25-lb. drums	....	11 05

Steady Demand For Window Glass

London, Ont.

WINDOW GLASS.—The demand for window glass has been a steady one and with new building under construction it appears as if demand will continue. No change of price has taken place and the following are present discounts: Single diamond, 15 per cent. off list; double diamond, 15 per cent. off list; cut lights, 40 per cent. off list.

Next Season's Prices For Hay Forks, Harvest Tools

London, Ont.

HARVEST TOOLS.—Booked orders for next season for harvest tools, hay forks, etc., are being accepted for spring shipment at 50 and 10 per cent. off list.

Rope Sales Continue Seasonable

London, Ont.

ROPE.—Seasonable sales are reported on rope and the harvest and farmers' needs have taken care of large requirements this season. The price is holding firm and unchanged, and the following are quotations: Pure manila, 35½ cents base; beaver manila, 28 cents; New Zealand hemp, 28 cents; sisal, 22½ cents.

Scythes Prices Advance For 1921

London, Ont.

SCYTHES.—Booked orders for 1921 spring shipment on scythes show higher prices of from 10 to 15 per cent. New quotations are as follows:

Cast Steel, $20 doz.; Clipper, $21; Excelsior, $22; Double Beaded, $21.50; Bush, $20.50; Cutlery Steel, $22.

Barrel Churns Advanced About 33 1-3%

London, Ont.

CHURNS.—An advance of approximately 33 1-3 per cent has taken place on barrel churns. Raw materials, both lumber and steel, are said to be the reason, and new prices are as follows:

No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

Soles and Heels Decline About 10%

London, Ont.

SOLES AND HEELS.—Lower quotations are made on leather soles and heels again and reduction amounts to about 10 per cent. Following are new prices on some of the best sellers:

Soles—No. 43½, misses, $1.85 doz.; No. 37½, women's, $2.15; No. 31½, boys', $2.90; No. 121, men's, $4.05; No. 122, men's, $3.70; No. 123, men's, $3.55.

Heels—No. 80, ladies', $1.20 doz.; No. 81, ladies' $1.05; No. 52, men's, $1.15; No. 51, men's, $1.30.

Ten Per Cent. More Asked For Washboards

London, Ont.

WASHBOARDS. — New and higher prices are being quoted on washboards, all materials entering into the manufacture of these having advanced considerably. New prices are: Zinc, $6.50 per doz.; glass, $8.75 per doz.; pony, $3 per doz.

Higher Prices on Steel Jack Chain

London, Ont.

STEEL JACK CHAIN.—Another advance has been made on steel jack chain and new prices are about 10 per cent. higher and chain is now selling at list plus 55 per cent.

Horse Shoe Nails Now One Cent Pound More

London, Ont.

HORSESHOE NAILS.—New prices on Montreal Rolling Mills' horseshoe nails show an advance of one cent. per pound and following are new prices on boxes of 25 pounds:

No. 4, $10 per 25-lb. box; No. 5, $5.25; No. 6, $5; No. 7, $4.75; No. 8, $4.75; Nos. 9 to 12, $4.50. Less 10%.

Leather Skate Straps; Fall Price Unchanged

London, Ont.

LEATHER SKATE STRAPS.—The prices of leather skate straps for fall have not been reduced and they are quoted at: $1.60 per doz. pairs in sizes 19 to 21 inch; $1.90, 24 inch; $2.20, 27 to 29 inch.

Drills and Sprayers Higher For Spring

London, Ont.

CULTIVATORS, SPRAYERS AND DRILLS.—New higher prices are out for spring booking on the Eureka line of seed drills, cultivators and sprayers, the advances ranging from 5 to 25 per cent. New prices are as follows:

Garden Seed Drill No. 1, $11.25; Combination Seeder and Cultivator, No. 2, $13.75 each; Cultivator, No. 4, $5.50 each; Cultivator No. 8, $6.75 each; Cultivator, No. 10, $7.25 each; Dry Powder Sprayers No. 108, $11 doz.; Bucket Pump, No. 109, $6 each; Compressed Air Sprayers, galvd., No. 110, $7.75 each; Compressed Air Sprayers, brass, No. 111, $10 each; Tin Well Sprayers, No. 112, $6.75 doz.; Glass Jar Sprayers, No. 114, $12 doz.; Tin Continuous Sprayers, No. 115, $12 doz.; Galvanized Continuous Sprayers, No. 116, $12.50 doz.; Eureka Cyclone Grass Seeders, $22 doz.

Stove Boards; Higher Prices

London, Ont.

STOVE BOARDS.—Higher prices are out on stove boards and the wood lined are now selling at 10 per cent. above list.

Nails in Demand, But Are Scarce

London, Ont.

NAILS.—There is a continued good demand for nails but the supply keeps scarce and jobbers are behind on their orders. Prices are unchanged and are, for wire, $6.25 base; cut, $7.50.

Star Skates Sell 30% Off List

London, Ont.

SKATES.—Fall orders for skates are now being shipped out and the Star skate is selling at 30 per cent. off list.

Silverware Sells Well; Prices Are Unchanged

London, Ont.

SILVERWARE.—There have been good sales of 1847 Rogers and Community ware plated goods, and the demand is keeping up and stocks are low. A good fall trade is expected in these goods and no changes in price are announced.

Lanterns Having Ready Sale

London, Ont.

LANTERNS.—A good demand is being experienced for various styles of lanterns and long and short globes are both

being quoted in the plain tin at $15 a dozen.

Good Demand For Tie-out Chains

London, Ont.

TIE-OUT CHAINS. — These lines have been having a good sale and prices are as follows:

	Size 1/0	2/0
20 feet, doz.	16 50	17 00
30 feet, doz.	23 00	26 00
40 feet, doz.	30 00	33 00
50 feet, doz.	37 00	41 50

Less 20%.

WINNIPEG MARKETS

WINNIPEG, Sept. 1—Business in the hardware trade continues to be exceptionally good for this season of the year. If goods can be secured a big fall trade is anticipated. Many prices on hardware commodities which have been firm for some little time have given way to higher ones this week. A greater number of hardware items have advanced in price during the past few days than there has been for months. Nearly all lines of builders' hardware have been marked with higher prices. Higher prices are coming through on all enameled ware, sheet iron ware, galvanized ware, etc. Cut and wire nails are still scarce and therefore no decline in price is looked forward to. The stove trade continues to be very active and the manufacturers are finding it hard to fill orders, due to shortage of material, and prices are bound to be raised on account of the higher costs to the manufacturer for brick linings, coke, pig iron, etc. Steel products are still in big demand with little or no supplies coming in, and it does not look as if there will be any decline in prices for some time. The outlook is still bad for Canada plate and nothing but a famine is expected this fall for this particular line. The market at the present time is entirely cleaned up.

Among the commodities on which higher prices are given are: Handled axes, cross-cut saws, hand saws, wood saws, rules, grindstones, fixtures, lock sets, store door handles, thumb latches, barn door latches, hat and coat hooks, screw pulleys, awning pulleys, tinners' rivets, plow pulleys, foot scrapers, coil chain, well wheels, sad irons, boiler stands and certain lines of cutlery.

Unable to Fill Stove Pipe Orders

Winnipeg.

STOVE PIPES.—On account of the present famine in Canada plate it will be impossible to take care of the demands of the present season for stove pipes. There has been an excessive call from all parts of the country and manufacturers are putting forth every effort toward filling orders. There is a limit to the amount of Canada plates that can be secured, and some manufacturers are cutting up large sheets to make into stock, even at a loss. Prices are bound to hold steady and are very liable to advance.

Nails Very Scarce; Prices Remain Firm

Winnipeg.

NAILS.—Only very small quantities of either cut or wire nails can be procured by the jobbers from the mills. Prices remain firm in view of the fact that production is so small at the present time. There has been no change during the week on either cut or wire nails, cut nails selling at $7.65 per keg and wire nails at $7 per keg f.o.b. Winnipeg.

More Money Charged For Buck Saws

Winnipeg.

BUCK SAWS.—An advance of price is registered on buck saws. The new price is apprximately 10 per cent. higher. The following prices are quoted. Nos. 1 and 2, 45 per cent. advance on the list.

Nests of Saws Advance Ten Per Cent.

Winnipeg.

NESTS OF SAWS. — New revised prices have been placed on nests of saws and are approximately 10 per cent. higher. The new quotations received this week are: No. 117, 25 per cent. advance on list price; No. 23, 25 per cent.

Increased Prices on Compass Saws

Winnipeg.

COMPASS SAWS.—An advance has been made in the prices of compass saws and they vary from 10 to 15 per cent. higher. The following are this week's quotations:

No. 108 x 12 in., $8 per dozen; 14 in., $8.40; 16 in., $8.80.
No. 2 x 12 in., $10.80 per dozen; 14 in., $11.20; 16 in., $11.80.
No. 25 x 12 in., 25% advance; 14 in., 25%; 16 in., 25%.
No. 19 x 12 in., 25% advance; 14 in., 25%; 16 in., 25%.

Grindstone Fixtures Advanced in Price

Winnipeg.

GRINDSTONE FIXTURES. — Grindstone fixtures have advanced approximately 10 per cent. in price and they are in fairly good demand. Fifteen inch are quoted at $11.20 per doz., and 17 inch at $11.90. No. 4 ball bearing are priced at $26.25 per doz.

Big Demand For Fire Arms and Ammunition

Winnipeg.

FIREARMS AND AMMUNITION.—There has never been greater demands than at the present time for guns and ammunition. Regardless of the higher prices, plus the heavy tax imposed by the budget, there seems to be a bountiful request for these goods. Prices are holding very firm and no reductions have been made on any of the standard or special lines.

Rope Demand Good and Prices Firm

Winnipeg.

ROPE.—There is still a good demand for all kinds of rope without any change in price. The demand for binder twine has decreased as the season is well under way. Prices remain unchanged and are to be found on current market quotation pages.

Screw Pulleys Advance Ten Per Cent.

Winnipeg.

SCREW PULLEYS.—Many lines of builders' hardware have advanced this week, due to the higher cost of raw material. The following prices are quoted:

No. 45 x 1 in., 85c per dozen; 1¼ in., 90c; 1½ in., $1.10; 1¾ in., $1.30; 2 in., $1.65; 2¼ in., $2.10; 2½ in., $2.25; 3 in., $3.45.
No. 44 x 1½ in., $2.10 per dozen; 2 in., $2.45.
No. 36 x ½ in., $1.15 per dozen; ¾ in., $1.50; 1 in., $1.95.

Awning Pulleys Also Up 10%

Winnipeg.

AWNING PULLEYS.—Awning pulleys have also been advanced in price this week and are quoted as follows:

Japanned

No. 74 x ¾ in., $1.05; 1 in., $1.15; 1¼ in., $1.40; 1½ in., $1.75; 1¾ in., $2.40; 2 in., $3.20.
No. 174 x ¾ in., $1.40; 1 in., $1.75; 1¼ in., $2.25; 1½ in., $3.20; 1¾ in., $4.50; 2 in., $6.95.
No. 76 x ¾ in., $1.45; 1 in., $1.75; 1¼ in., $2.10; 1½ in., $2.95; 1¾ in., $4.15.
No. 75 x 2 in., $3.35; 2½ in., $4.65; 3 in., $6.40.
No. 77 x 2 in., $5.20; 2½ in., $6.95; 3 in., $9.35.

Galvanized

No. 173 x 1 in., $2.40; 1¼ in., $3.20; 1½ in., $4.50; 2 in., $9.00.
No. 176 x ¾ in., $2.25; 1 in., $2.70; 1¼ in., $3.15; 1½ in., $5.15; 1¾ in., $8.50; 2 in., $10.25.

Range Boiler Stands Again Revised Upwards

Winnipeg.

BOILER STANDS.—Prices are marked higher this week on range boiler stands and the demand is fair for the standard sizes. Following are this week's prices:

12 in., $3.00; 13 in., $3.15; 14 in., $3.25; 16 in., $3.50; 18 in., $4.00; 20 in., $4.50; 22 in., $5.00; 24 in., $5.50.

Turpentine Declines Fifty-five Cents Gallon

Winnipeg.

TURPENTINE.—There has been a decided reduction in the price of turpentine this week. It is quoted to-day at 55 cents lower than last week. There has been a good supply received during the past few days and the market being slightly flooded is probably the cause for the big reduction in price. This week's price is $2.90 per gallon in barrel lots.

Rivets' Lists Higher; Discounts Unchanged

Winnipeg.

RIVETS.—A new list of prices has been issued by the manufacturers on tinners' rivets but no change is made in the discount, which is 20 per cent. off the list prices. New list prices are as follows:

Black

8 oz., list 32c; 10 oz., list 36c; 12 oz., list 41c; 14 oz., list 45c; 1 lb., list 48c; 1¼ lb., list 54c; 1½ lb., list 62c; 1¾ lb., list 67c; 2 lb., list 72c; 2½ lb., list 83c; 3 lb., list 96c; 4 lb., list $1.20; 5 lb., list $1.30; 6 lb., list $1.50; 7 lb., list $1.75; 8 lb., list $2.00; 10 lb., list $2.20; 12 lb., list $2.64; 14 lb., list $3.08; 16 lb., list $3.52; 18 lb., list $3.78; 20 lb., list $4.20.

For tinned tinners' rivets use same list and discount plus 10 cehts per pound for tinning.

PITTSBURGH MARKETS

PITTSBURGH, Sept. 2. — Pig iron seems to have been advanced to a standstill, as the market is now very quiet, with almost no inquiry at all, and buyers very generally are saying positively that they will buy no iron except what they absolutely must have for immediate requirements. The furnaces, however, do not seem to have expected any large buying movement and thus, perhaps, are not greatly disappointed. The offerings have been light and some furnace interests state that in the recent movement they scaled down the inquiries in many cases, offering only half the tonnage inquired for. Since last report prices for Bessemer and basic grades have been established. As noted a week ago, last sales had been at $47 for Bessemer, and $46.50 for basic, f.o.b. valley furnaces. Sales of both grades have since been made at $48.50, and although the lots sold were small the transactions are regarded as establishing new market prices. Foundry remains quotable at $50, to which it jumped recently from $46.

The furnaces may be entirely right in their contention that pig iron is scarce and that production is likely to fall short of requirements, but the factor of buyers having no confidence in the market will certainly count for something, as that will move consumers to draw upon stocks and thus reduce the requirements. There is also the point that with many foundries activity has fallen off, new orders being scarce, and some of the high priced iron bought of late has been simply averaged with much lower priced iron previously bought, so that the cost of producing castings has been much less than it would be if nothing were used but iron bought at present prices.

Coke Steady

Connellsville coke has shown a remarkable indisposition to recede from its extremely fancy prices. There have been three adverse influences, a slight decline in coal prices, an improved car supply, resulting in Connellsville coke production increasing, and a greater disinclination on the part of furnaces to buy. For several weeks Connellsville furnace coke for spot shipment held at $18 to $18.50, while a week ago we reported the market at $17.50. In the past few days the market has been stronger, there being sales at $18 as well as at $17.50. One furnaceman reports buying coke at both prices in the same morning.

As to foundry coke, the quotable market remains at $19 to $19.50 for spot, the range that has obtained as the regular market for several weeks. There has been some change in quality, but that is all. At $19.50 one can get a fairly good coke now, while three or four weeks ago $19.50 coke was rather indifferent, and $19 coke was difficult to distinguish from ordinary furnace grade.

Semi-finished Steel

Several sales of sheet bars have just been made at $67.50, Pittsburgh, though the total tonnage bought did not amount to much. Previously the market was about $70, some sales having been made at that, and others at a shade below. A month ago the market was $75. The remarkable thing is not that sheet bars have declined, but that they have declined so little, for the circumstances are such as to show that the mills are yielding in prices very grudgingly. The majority of the producers are not willing, but anxious to sell sheet bars, whereas recently it was a great favor to sell sheet bars at $80 or $90. It should be noted also that billets have been sold freely, at least in the east, on the basis of $60, Pittsburgh, and before the war billets and sheet bars ran at approximately the same price. There is no material difference in the cost of manufacture, and for producers anxious to sell sheet bars to hold out for a $7.50 differential shows that they are in no very yielding mood. There is hardly any demand for sheet bars, as the sheet mills are fairly well covered, and consumers of sheets who would like to make conversion contracts, buying sheet bars and having them converted, cannot at this time find any mill willing to make the conversion, so there is no use buying the bars. Slabs are said to be held by mills at $65, but that is purely nominal as mills could not begin to pay the price. A few weeks ago a plate mill was in the market with a bid of $50 for slabs, but did not get any.

Finished Steel Holds Up

In face of a relatively light demand the independent mills hold up their prices, showing no disposition to recede to the level of the Steel Corporation prices, and many of them even tell customers that the prospects are of advancing prices. Few, if any, customers are convinced, there being too many indications that prices of commodities in general are in a receding mood, and that demand for steel is not going to be heavy until fundamental conditions improve. The mills evidently intend to squeeze as much profit out of the present situation, one of scarcity, as they can, and to reduce prices would be to jeopardize the business now in books There are cancellations as it is, and price declines would of course provoke more. As illustrating the temper of mills, recently a large independent interest sold several lots of plates, aggregating no large tonnage, at 3.25c, and has since put its price up to 3.50c, probably to "protect" the 3.25c business, though it is evident that 3.50c cannot be secured. In sheets some very fancy prices are going, as there is scarcely anything offered. The leading interest sold its second half tonnage months ago and on account of restricted operations it will require until some time in February to complete the business taken. The independents, as a rule, sold only for third quarter, but a recent count is said to show that the independents, on an average, are sold not only through November, but 41 per cent. into December, and thus it is exceptional for an independent to offer any sheets. Demand is light in point of tonnage, but is easily sufficient to support what market there is. Despite cancellations the mills are in strong position. Thus, while the automobile industry has cancelled a good bit of sheet business, one finds that the mills that for years have made a specialty of automobile finishes are very busy. The explanation appears to be that the automobile trade had gone to other mills to eke out supplies, taking almost anything down to common black, and when the trade found it needed less it simply cancelled the outside tonnage, so that at the reduced operation now promised for the automobile trade, say 60 to 70 per cent. of capacity, it will still keep its regular sources of sheet supply busy.

Shipping conditions at the steel mills continue to improve. There is much

more tonnage being moved than a month or two ago, but the distribution is still poor in that there are many embargoes. A mill may be shipping its output very comfortably, but at the same time some customers may be getting full supplies and others practically nothing. The mills as a whole reduced their stocks of steel slightly in August, while during July they were adding to stocks. In many cases mills are shipping considerable tonnages out of stock, but at the same time are adding nearly as much to stock, out of current production, the idea being to keep the steel relatively fresh.

More Co-operation Between Town and Country is Needed

Renfrew Mercury Believes that the Farmers' Co-operative Store with Its Proposed Fifty Million Dollar Turnover Jeopardizes the Livelihood of the Retail Merchants in the Smaller Towns.

(From The Renfrew Mercury)

THE important event of the week in South Renfrew was the visit of Mr. J. J. Morrison, the secretary of the United Farmers of Ontario. Mr. Morrison is a man of pleasant personality, a nice man to meet, and a thorough democrat. The "Mercury" has devoted a great deal of space to the U. F. O. picnics and particularly to Mr. Morrison, as we believe a great many of our readers are deeply interested in what he had to say.

Much that Mr. Morrison said was admirable, and the "Mercury" is in substantial agreement with a great many of his proposals and arguments looking towards a more democratic method of parliamentary representation. At the same time we feel that throughout the greater portion of his addresses Mr. Morrison made the mistake of assuming that every man's hand was against the farmer, and that therefore the farmer's hand should be against every man.

This is certainly not the case. As a matter of fact the working people of the towns and cities are feeling the pinch of conditions fully as much, if not more than the farmers to-day, and, while they may not feel like subscribing fully to the Farmers' platform, they are willing to go a good part of the way with any organization that will curtail the privileges of the big interests and make living conditions easier for them. But Mr. Morrison decries a People's Party, yet Hon. Mr. Drury, Hon. Mr. Smith, and other members of the Cabinet have openly advocated it.

We feel that in some instances if Mr. Morrison's arguments were followed out to their logical conclusion it would not be for the best interests of the country at large. Mr. Morrison deplores the depopulation of rural Ontario, and yet he must realize that hundreds of young men and women are drawn to Toronto every year by the large mail-order houses with their immense factories and warehouses employing thousands. Rather than discouraging this, is not the Farmers' Co-operative store, with its proposed fifty million dollar turnover, encouraging it at the expense of the smaller towns and villages? Is not the business of the province becoming centralized in Toronto? We are not pressing this point simply for the sake of argument, but because we feel that what is wanted is greater co-operation between the town and the country, and not a desire on the part of one to succeed at the expense of the other. In urging the farmers to send their money away to Toronto, Mr. Morrison is seriously interfering with the business and jeopardizing the livelihood of the retail merchants in the small towns that are a necessity and convenience to the farming community. If this movement to build up the city of Toronto is encouraged, eventually, although perhaps not immediately, towns like Renfrew will dwindle to mere villages or cross-roads, a condition which we feel no farmer is anxious to see brought about.

It is not desirable at this time to enter into a lengthy discussion of Mr. Morrison's addresses. At the same time we could not help feeling that they were very largely a class appeal, and not as broad as we had hoped they would be. We all realize that agriculture is the basic industry of the country and every man is glad to see it prosper, yet is any lasting good going to come to the country by setting up rural against urban communities, and sowing seeds of distrust of one another among the people? It is a mistake to take too seriously the jokes and jibes of the writers in the city press about the hayseeds and other things. They are often said in jest and who know and appreciate the sterling worth of the tillers of the soil of this Dominion.

Production and Shipments Improved

The Iron Age this week states: To an increasing extent the steel trade is taking account of factors that bear on the future course of demand and of prices. While some producers, long used to thinking in terms of a seller's market, talk of passing on the cost increment due to the 40 per cent. increase in most iron and steel freight rates, others dwell on the final effect on their own market of the changes going on in other industries.

With an unwieldy accumulation of unfilled orders still existing in most finished material lines, such cancellations as have come on automobile and shipyard account have not been a market factor. But there is the keenest interest throughout the market in any development bearing on the Steel Corporation's price policy for 1921 and railroad buying apparently is waiting for a cue.

The American Steel & Wire Co., whose wire nail price and that of independent makers have shown a wide spread, has put out a new card of nail extras as of Aug. 16, with no change of base. The new extras are more nearly in line with relative costs than the old—an adjustment which the independent wire companies made as far back as February. At Cleveland new wire nail prices represent the advance in freight rates from Pittsburgh to Cleveland, being 24c. per 100 pounds above the Pittsburgh base instead of 17c.

Similarly a new National Tube Co. card on oil country pipe, which is sold at delivered prices, shows advances to the extent of the increases in freight rates to the different zones. While independent producers' prices are $10 a ton above those of the Steel Corporation on oil country goods, an advance by the former is looked for, to cover the new freights.

The Chicago market, which particularly reflects the railroad situation, has been notably quiet apart from nuts and bolts and wire products. Here and there foundries in that district are curtailing operations and some of them will soon be in need of new orders. Railroad demand there has not yet developed in sufficient volume to offset the curtailment of automobile, tractor and allied work. Gauged by cancellations and suspended shipments, a number of Detroit automobile plants are operating at about 50 per cent. of capacity, while two of the largest are running full.

Production and shipments have improved in the leading steel-making centres, and Pittsburgh reports some reduction of mill stocks and nearly a complete clean-up of stored cars in railroad yards. This has caused a suspension of the Pennsylvania Railroad's embargo on shipments west of Pittsburgh from Aug. 22 to Aug. 26.

Eastern makers of blots, nuts, rivets and spikes have advanced prices about 7½ per cent. At Cleveland higher bolt and nut prices are considered likely also.

Are You Cashing in on Paint Sales?

One of Biggest Seasons in History of Trade Has Been that of 1920 —Will the Demand Continue and Will Profits Still Be Large?

Written for Hardware and Metal by A. H. ILLSEY.

WHO sells the most paint in town? Who's making the most profit? Perfectly logical questions, these, for the hardware merchant. Can you answer them to your own satisfaction? Are you the lucky merchant, or is your opposition?

The year 1920 will write its record with pride in so far as paint and varnish sales are concerned. Never, in the history of prepared paint selling, has more success been achieved, both in point of gallonage and in the totals registered on the sales records of the Canadian paint manufacturer. It has been a great year, truly. Has it been a great year for you, and if not is it possible still to cash in on this big profit-yielder?

THE VARNISH MAN'S LAMENT

By H. D. MAYNARD

What makes a varnish sweat,
Blotch, bloom, blister, bubble, and crawl,
And ofttimes run and sink away?
Why does it crimp and chip and drape?
When is it fat? How can it rust?
Are questions I'm asked almost every day.

And should a varnish pull,
Drag, silk, perish, rot or festoon,
Will it corduroy or even alligator?
Can it lap and scale and liver?
How does it sag? What makes it wrinkle,
Like the skin upon an over ripe tomato?

When is a varnish lousy,
Specky, foggy, seedy, ropy or smoky?
And does it sometimes pucker and flake?
How can it chill and pit and peel?
What makes it crack? And should it foam?
And it's curtains if I make just one mistake.

A survey of some phases of the situation should be interesting. When the year dawned it carried with it a very great element of uncertainty. Although a year had elapsed since the roar of guns had ceased in Europe there was unrest and evidence of unrest. And prices were still so high. Would the consumer buy paint at these high prices? Am I justified in buying a spring stock, or shall I wait for lower prices? Such were the questions asked, among many others. The average Canadian hardware dealer, it may be assumed, answered these questions for himself, even though ordering was deferred in some instances and placed orders for his average requirements. His confidence, where so placed and exercised, was justified as subsequent returns revealed; trade was so remarkably good that he cashed in generously. And if he exercised his initiative the chances are that he cashed in bigger than he had hoped for—much bigger.

Things That Helped

There were several outstanding reasons why hardware merchants should have reaped profits from the sale of paint and varnish, and the accessories that go with them.

For the past two seasons there has been a real effort to educate the public into the advantages of using these products. This had been arranged and conducted by a committee of paint and varnish manufacturers known as the "Save the Surface Committee." Their object was, in a nutshell, to popularize the use of paint and varnish all over Canada, and in doing this the adoption of a slogan that hits the nail on the head admirably, "Save the Surface and You Save All," has proven itself one of the best that has ever been applied to the popularizing of any commodity. The advantage of this to the hardware merchant rested in the fact that the public mind was prepared for the campaign which he, the dealer, could link with in a special sense, picking up the customer when in a frame of mind and desire that made actual selling possible.

The idea caught. It spread. Wise dealers linked up their own local publicity in a way that made a well-rounded and complete appeal, and in this way sales grew and stocks were reduced. Repeat orders had to be forwarded to the various warehouses, and until well into midsummer paint makers were busy, night and day, executing the special and regular orders received.

Great was the need for paint everywhere. Not only was outside protection needed; the interior of homes and offices, of halls and schools and public buildings, all needed, and many of them decidedly, the protective qualities imparted by paint and varnish. And so, following up the above-mentioned publicity, many cashed in big on their paint department.

There is Time Yet

Time was when the selling of prepared paint was thought possible, in an extensive way, only in the spring and summer months. That idea has long since been relegated to the scrap heap of "has-beens." With proper direction, the paint department can be made to more than "earn its salt" twelve months out of twelve. It is being done to-day in many parts of Canada and the expansion of a certain paint department in a Western Canada city, in point of late

Changing Conditions

including an additional 10,000 square feet of floor space and installation of new machinery, enable us to now give

Prompt Delivery on Muresco

DURING the past year, owing to a combination of conditions, including the difficulty of getting raw materials and an enormous demand for Muresco, we were obliged to ask the dealers to be patient with us in the matter of delivery.

We wish to express our appreciation of the support and patience extended to us by the hardware dealers of Canada and are pleased to announce that as a result of the addition of 10,000 square feet of floor space and the installation of additional machinery, combined with the easing up of the raw material situation, we are now in a position to fill all orders for Muresco promptly.

We strongly urge dealers to book for Fall and Spring as early as possible. Prices are guaranteed.

Write for revised Price List for Fall and Spring booking.

Ask for Details of Our Agency Proposition

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

Ontario customers please note that Mr. Barrington and Mr. Howard will be at our Booth, No. 53 in the Process Building at the Exhibition, the second week of the Fair, and will be very glad to see you. Automobile will be waiting to bring you to our Factory.

If interested tear out this page and place with letters to be answered.

fall and winter sales, has been truly remarkable. What has been accomplished there can be accomplished elsewhere, and in the small town as well as in the city.

Fall sales of paint are dependent upon the initiative of the hardware merchant, to a very great extent. He has the best of arguments. The fall weather is usually clear and bright. Flies have had their "fling." The bats and the gnats are pretty well gone, and then, to cap it all, the winter winds and sleet and hard snow interspersed with rains play such havoc with unprotected surfaces that the arguments in favor of painting are most appropriate and timely. Backed up with judicious advertising in the local papers, the personal letter and the personal appeal will bring their own reward. But to attain these results the matter must be taken in hand early. It is not too soon to revise one's mailing lists and to get rid of the deadwood, for it is not profitable to be spending postage on John Smith, who has died, and so on. A good live mailing list pays, but an unrevised one does not—it wastes postage, stationery and time.

What of Prices?

Are prices likely to be re-adjusted this fall? A natural question. It is only possible, at present, to point out some of the difficulties. From these one may draw his conclusions.

Within the past few weeks there has been a steady lowering of the linseed oil basis. Fully fifty cents per gallon was lopped from the price within thirty days. And some expect that the price will be maintained considerably below the two dollar mark. Turpentine, too, has declined materially. Pig lead has been held without change, however, and there has been a steady maintenance of the basis on many other lines entering into paint manufacture.

One of the greatest worries the paint maker has to-day is that of obtaining supplies. Shipments are slow even when the material can be secured, but one point stands out prominently within recent weeks and months, and that is the difficulty of obtaining all the raw materials required to manufacture a given finished product. With only part of the required material in hand, it is impossible to adopt and use substitutes and there has been an increasing complaint on the part of manufacturers in this regard within the past three or four weeks. While one or several important raw materials are available, one or several others might be unobtainable.

Stocks, say the paint men, have been quickly liquidated. This means that, while supplies are abundant enough to meet regular needs, there is not a great surplus.

The container situation has developed into prominence within a short while past. Steel and tinplates are very scarce and the added demands of the canners for tin cans have seriously taxed the can makers' facilities. Everyone is crying for cans and on all sides reports coincide regarding scarcity.

Demands will likely continue heavy. Is it possible to overtake the havoc wrought by five years' neglect in one year or two? The deferring of paint and varnishing to a large extent during the war created a condition that cannot be overtaken in a hurry. Painting must be done and there is therefore likely to be so great a demand for it as to absorb large quantities of material for a long time to come. Railway equipment, houses, factories, bridges, public buildings, vessels and steamers, and a multitude of things require this protection regularly. Are prices likely to decline greatly? The law of supply and demand has been brought into prominence greatly and in a general way has worked out as expected. As long as factories are working overtime to supply the paint and varnish needs of the country, and under the somewhat awkward conditions above recited one may best judge for himself.

The Brush Department

Canada Has Best Grade Brushes

Canadian Manufacturers Now Produce Brushes Which Are Not Only the Equal of Imported Goods But Brush Exports from Canada Are on the Increase While Imports Fall Off.

CANADA takes second place to no country in the making of brushes. Obviously this claim refers to quality rather than to quantity. But even as to quantity it may surprise many to know that production of brushes and brooms in Canada is on a very large scale. While the industry has been long established in this country imported goods have had a big sale, the Canadian article having had to meet competition based on the fictitious superiority of imported goods. In some industries the war revealed Canadian potentialities, with the result that better articles have been produced. In the brush industry the quality of imported articles was equalled in Canada before the war but the war brought the fact home to the people.

Prior to the war Canada was importing brushes and brooms to the value of practically $700,000 a year. In 1914 the imports were $691,215. The following year they dropped to $409,932 and in 1916 to $365,994. In 1917 they were up again to $577,068 and for the year ending March 30, 1918, they had increased to $670,623. Figures for the month of April, 1920, show imports of paint and varnish brushes from the United Kingdom valued at $310 and from the United States to the value of $1,826. There were no imports of these brushes from Japan for April, 1920. Canada's total brush imports for the month were as follows:

	1919	1920
From United Kingdom	$ 3,266	5,893
" United States	26,611	45,710
" Other Countries	12,339	13,725

Canada's exports of brushes show a much larger increase over last year than do the imports, which is a favorable sign indicating that the Canadian product is finding its way into foreign markets in increasing quantity. Figures of total exports of all brushes for the month of April are as follows:

	1919	1920
To United Kingdom.....	$284	3,796
To Australia	172	2,255
British South Africa		1,602
Newfoundland		902
Other Countries	1,058	23,088
Total	$1.557	31,643

These figures showing the large increase in exports of Canadian-made brushes in 1920 as compared with 1919 confirm the fact that the Canadian product is now not only the equal of "imported" goods in our own market but is working its way into the trade of other countries to compete with their domestic products which formerly were looked upon as being of the highest quality to be had in Canada.

Canadian Quotations in New York Funds Cause Indignation in the British West Indies

The Canadian Trade Commissioner in the British West Indies has received complaints from a number of firms in different islands of the British West Indies to the effect that Canadian business firms are demanding payment of

BOECKH'S

Steel-Grip Rubber Set Flat Paint

Boeckh's are those superior made paint brushes which improve painting and give general service with complete satisfaction to their users.

Each brush is made to fulfill all the requirements of an ideal paint brush. The bristles are firmly held in a rubber setting and cannot possibly come out. To give additional security and durability the steel-grip feature is added.

The long, durable bristles give splendid wear and save breaking in new brushes. Remember the wild boar's head in the Boeckh trade-mark.

Boeckh's Paint Brushes have so often proved their superiority to the public in general that it is now a case of not "What brushes will I buy?" but, "Where can I get Boeckh's?"

Every Brush Guaranteed

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

The bristles can't come out.

If interested tear out this page and place with letters to be answered.

their accounts in New York funds. They are highly indignant and express the opinion that in view of the Preferential Trade Agreement between Canada and the British West Indies the Canadian exporters to the British West Indies should make quotations in Canadian currency.

One large importing firm in Barbadoes said that after giving a large order he found that payment was demanded in New York funds. He immediately cancelled the order and placed it with a British firm which gave him the benefit of the English exchange in remitting. It is pointed out that the tariff preference is given to England as well as Canada and the English do not ask for quotations in United States funds.

Another complaint coming from the British West Indies is that certain Canadian firms when written to regarding business refer the British West India inquiries to their agents in New York city. They say that if Canadian firms propose to do business through New York houses, they may as well deal directly with New York themselves.

Canadian Gypsum for Cuba

Major H. A. Chisholm, Canadian Government Trade Commissioner in Havana, Cuba, writes as follows:—

"If Canada manufactured sufficient gypsum plaster the Cuban market could consume many times the quantity imported from Canada at the present time, which amounts to some 2,000 or 3,000 barrels a month. It appears that a good deal of the building plaster imported into Cuba from the United States is manufactured from gypsum mined in Canada. I should think that Canada has a good opportunity to build up a new industry in the manufacture of gypsum building plaster for Latin-American countries."

How Hardwaremen Advertise Paints--No. 23

THE protective value of paint is again emphasized in this ad. by Hendershot Hardware, Mt. Forest, Ont., which states that what clothing is to the man, paint is to the property. Unprotected houses and barns, wagons and machinery cannot resist exposure to sun, wind, frost and rair it is stated. A point is made of the fact that rust and decay cost more than paint and varnish. This appeal is particularly effective at this time of the year when farm implements will be put away for another season. A coat of paint will help to preserve their usefulness for many years. Special appeals are directed for painting around the farm and inside the home, in this ad.

Protect Your Home

What clothing is to man, paint is to property. Unprotected houses and barns, wagons and machinery cannot resist exposure to sun, wind, frost and rain. Rust and decay cost more than paint and varnish—that's why the use of Good Paint is wise economy.

SHERWIN-WILLIAMS PAINTS and VARNISHES

AROUND THE FARM

Sherwin-Williams Paint (Prepared) SWP for the farmhouse. Covers most, looks best, wears longest. Ask for a color card—48 attractive shades.

S-W Barn Red—a rich durable red that spreads easily and covers well over rough lumber

S-W Wagon and Implement Paint—protects the wood and metal of wagons, farm machinery and implements and tools, from rust and decay. For Buggies use S-W Buggy Paint.

S-W Buggy Paint—Nine beautiful colors, for porch furniture, boats, flower-pots, swings, garden implements, etc.

INSIDE THE HOME

S-W Brighten-Up Finishes include a paint, varnish, stain or enamel for every household use.

S-W Family Paint, 25 attractive colors. For cupboards, tables chairs, etc

S-W Inside Floor Paint quick-drying and durable. 10 colors.

S-W Flat-tone—a durabe oil-paint for the artistic and sanitary decoration of interior walls and ceilings. It is made in 24 beautiful shades that dry with a soft velvety effect. Can be washed without injury.

FINISH AND RENEW FLOORS WITH FLOGLAZE

NEGLECT DESTROYS

Neglect leaves porch and veranda floors open to the attacks of wind, sun, rain, snow and countless foot-steps. No other surface receives the same amount of wear and abuse as a veranda or porch floor.

FLOGLAZE PROTECTS

No other surface or floor needs the same amount of protection. Floglaze for floors protects, preserves and maintains a hard wearing, glossy appearance, that makes the floor a surface to be proud of. Can also be used on interior floors.

HENDERSHOT HARDWARE

The Luxeberry Painter Says:

"When I see nice interiors spoiled with a poor or unsuitable finish, I am reminded of the old saying: 'You can't make a silk purse from a pig's ear.' I always use Berry Brothers' Varnishes, Stains and Enamels because they are uniformly fine and produce interiors that I am proud to refer to as my work."

This is the verdict of all discriminating varnish buyers and is why "Berry" brands sell so readily.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
Walkerville, Ontario

Brushes Built for Real Service

WHY NOT SELL BRUSHES THAT GIVE REAL SERVICE ?

TRADE SIMMS SET IN RUBBER MARK

PAINT BRUSHES can be used in alcohol, varnish, paraffine, crude oil, grease, kalsomine, glue, paste, paint remover--anything--and yet retain their usefulness.

There is nothing known that will cause the bristles to come out.

The composition used in Simms brushes will stand any kind of usage or misusage—and not a bristle will loosen.

For years your painter customers have been looking for just such a brush.

Stock up and secure their trade and goodwill.

Our other products are also of the same high quality.

BROOMS **SHOE BRUSHES** **LATHER BRUSHES**
WHISK BROOMS **STOVE BRUSHES** **SCRUBBING BRUSHES**

Order from our nearest branch.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Brooms for 54 years.

Head Office — St. John, N.B.

Montreal **Toronto** **London**

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

MONTREAL

MONTREAL, Sept. 2.—The only change in the paint market this week is a slight reduction in linseed oil values amounting to 5 cents a gallon. This reduction will principally affect future shipments. The prospects for fall trade are very good. The uses for varnishes are ever increasing. Prices in general hold firm with very little change.

Outlook For Fall Paint Market Good

Montreal.

PAINTS.—The paint market is unchanged this week and manufacturers predict that present prices will hold. The outlook for the fall is very good and Hardware and Metal is informed that a big demand for paints for the fall and spring is expected. The prosperous season that the country has just experienced will, without doubt, be reflected on the paint market.

Turpentine Prices Remain Unchanged

Montreal.

TURPENTINE. — The prospect for turpentine is very good at the opening of the fall season. The prices are unchanged this week and the market is very firm.

Turpentine—	Imp. Gal.
Single barrels	2 60
Small lots	2 70
(Packages extra.)	

No Changes Reported on Dry Colors

Montreal.

DRY COLOR.—The prices for dry color hold firm this week and no change is apparent for the near future. The demand for the fall is very good and prospects are bright.

Varnish Requirements Steadily Increasing

Montreal.

VARNISHES AND SHELLAC.—The varnish market together with the paint market is brightening up for fall business. Prices remain unchanged. Hardware and Metal is informed by one of the larger dealers in the city that varnishes are gradually taking the place of shellac and that it would not be surprising in the future to find shellac almost out of date. At the same time there are purposes for which shellac can be alone used but this is only on a very small scale. The indications are that varnishes will gradually take over the requirements of shellac, which will mean larger demands for varnish.

Putty Quotations Below; Are Still Accurate

Montreal.

PUTTY.—There is no change in the price of putty this week. The market is firm and quotations given below hold steadily.

PUTTY—	5 ton	1 ton	ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Linseed Oil Market Is Slightly Lower

Montreal.

LINSEED OIL.—There is an easier feeling on the market this week for linseed oil. Quotations are about 5 cents lower; $1.80 per gallon is quoted for linseed oil for future shipments. Bottled stocks are quoted at $1.85. The market is decidedly easier in this line, and Hardware and Metal is given to understand by some of the big dealers that a gradual decline in price may be expected until normal is finally reached. This change will not be sudden. It may fluctuate for some time but the feeling is that the market is pointing towards normal prices again.

Raw—	Imp. Gal.
1 to 4 barrels	1 80 — 1 85
3 to 4 barrels	....
Boiled—	
1 to 4 barrels	1 82½ — 1 87½
3 to 4 barrels	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

TORONTO

TORONTO, Sept. 4.—There appears to be a weaker tendency on the part of turpentine and linseed oils, though stocks on hand are small in both cases. Lower prices are quoted but dealers do not see any justification for it and belief is expressed that both will be higher.

There are few if any price changes in the paint market and white lead and putty are ruling firm, as are also dry colors and prepared paints.

Glass is firm and unchanged and the expectation is common that it will not be any cheaper this fall.

The demand for paint products though less is still good and the trade are satisfied with past results and look with confidence to the balance of the season.

White Lead in Oil Remains Unchanged

Toronto.

WHITE LEAD.—No change in white lead in oil has occurred and prices are unchanged.

Pure in ton lots is $20.35 per 100 pounds with 35 cents per 100 pounds added for less quantities.

Putty Sales Steady; Prices Firm

Toronto.

PUTTY.—The demand though not large is being maintained and prices are firm and steady. Standard is quoted at $8.55 per 100 pounds in 25 pound irons.

Prepared Paints in Good Demand

Toronto.

PREPARED PAINTS AND VARNISHES. — The past month is always regarded as a dull or slack one in jobbing circles, but this year it has been fairly busy and amount of sales has been good. No change of prices on ready-mixed paints or varnishes has taken place and none is looked for although the opinion is expressed that prices will remain firm and market looks as if it would stiffen. General overhead expenses keep on increasing and a lessening in the cost of some ingredients has been counterbalanced by other costs.

Shellac Prices Are Inclined to be Firm

Toronto.

SHELLACS. — The demand for these has been good and prices are inclined to be a little easier. Orange is selling at $8.30 in gallon jugs; other prices are: 1-2 gallon, $8.40; quarts, $8.60; pints, $8.85 per gallon, half pints $7.45 per dozen; gills $4.35 dozen and midgets $2.05 dozen.

Paint Brush Sales Good and Prices Firm

Toronto.

PAINT BRUSHES. — Business continues good in the various lines of paint brushes and though travellers have been

More Business from the Home

For all Glidden Dealers. *And for you* if you carry Glidden Products. With such a leader as Jap-a-lac Household Finishes, including everything the housewife needs and with the complete line of Glidden Green Label Varnishes you will have quality first and then the kind of reputation that keeps the profitable sales coming thick and fast.

Once started Glidden advertising will hold the public's attention. You quickly have a business asset when you associate your store with Glidden. This is a good time to act—Glidden business is *all the year round* business.

THE GLIDDEN COMPANY, Limited

Toronto, Ontario

Branches at Montreal and Winnipeg

If interested tear out this page and place with letters to be answered.

off the road during the past month the volume of sales through orders sent in through the mail has been surprisingly large. Prices are firm and manufacturers say they can see no signs yet of brushes becoming any cheaper although they may not advance much more.

While bristles from Russia and Poland have of coourse been off the market, the black China bristle has been available in fair quantities but it has been the high cost of lumber which is responsible as much as anything probably for recent increases in the price of paint brushes, as lumber which used to cost manufacturers forty dollars a thousand now costs them about one hundred and thirty.

No Indications of Cheaper Glass

Toronto.

PLATE AND WINDOW GLASS. — No change is recorded in prices, though there is an expectation that the higher freight rates will have the effect of an increase on glass before very long.

Jobbers say there are indications of a possible shortage in the near future, as the factories do not appear to be catching up to their orders and have been delayed over material.

There is said to be little chance of any Belgian glass being available as their output is being taken up in Europe and the English market is using all they can get of the Belgian supply. The demand in local markets has been good and is likely to continue as there is a lot of building which has been held back. Present discounts are 15 per cent. box lots.

Linseed Oil Has Weaker Tendency

Toronto.

LINSEED OIL.—Very little oil is said to be available just now and the market is firm. Untl the new flaxseed crop is marketed prices on seed will not be settled and forecasts as to future prices or tendencies are easier when it is known what the price of seed is going to be and the extent of the crop.

Present quotations are apt to vary but the following are general prices asked:

Linseed Oil—	Raw
1 to 2 barrels, gal.	1 90
3 to 5 barrels, gal.	1 89
10 barrels and over, gal.	1 87
	Boiled.
1 to 2 barrels, gal.	1 93
3 to 5 barrels, gal.	1 92
10 barrels and over, gal.	1 90

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

Turpentine Shows Decline; Stocks Small

Toronto.

TURPENTINE. — A decline from last week of ten cents per gallon is shown on turpentine though stocks on hand are small and little could be had on local markets. Further supplies are expected. Exchange rates affect turpentine and they have been easier of late.

1 bbl. lots, per gal.	2 50
2 to 4 barrels, per gal.	2 49
5 gals. lots, per gal.	2 65

Antimony Mines at Lake George

A correspondent at St. John, N.B., writes that an expenditure of $750,000 in the development of the antimony mines at Lake George, about twenty miles from Fredericton, N.B., has been forecast by the president of the North American Antimony and Smelting Co., Ltd. The president estimated that shipments of the ore would be commenced early in the coming autumn.

Making Profit from Credit Customers

This Article is Useful to Hardwaremen—It Suggests Systems for Enabling a Closer Check to be Kept on Credit Business

SOME good points in how to deal with credit accounts, are brought out by C. C. Miesen, in the "National." "I know," he says, "that most dealers prefer to do a strictly cash business, but there are a great many who find it necessary to cater to a charge trade. A necessary evil, they call it, which must be permitted because of its trade-holding value.

"The dealer who does a charge business is threatened constantly with the grave danger of allowing to certain customers a greater amount of credit than it is possible to collect, or at least, to collect easily.

"It did not take me long to discover that safe credit merchandising depends largely on keeping records that tell from day to day how much credit is granted. Our books always are in balance and it is a simple matter to glance at them to find out whether a customer has reached his predetermined credit limit which always is listed at the top of his account.

The foundation of our system really is our recapitulation sheet. All daily transaction of every nature are accumulated on it—cash sales, charge sales, money received on account, invoices received, checks paid, bank deposits, in fact all the figures of the day's business are listed and totaled before posting to the various accounts in the ledger.

"In the extreme left hand column amounts from all the charge sale slips are first listed and totaled. In the next all items on the charge sale slips are likewise listed and totaled.

"When all the other entries have been made the totals of the various columns are posted to accounts of the general ledger according to instructions printed at the head of each column.

"Thus it will be seen that the system is a complete double entry set of books, that the re-cap sheet acts as a distributing journal.

"Postings to the customer's accounts are made from the sales slips.

"One leaf in the ledger binder, which is arranged alphabetically, is devoted to each customer's account. When the account becomes active a statement is addressed and placed in front of the ledger leaf where it remains all through the month. It is posted at the same time as the ledger from the sales slips which are always arranged alphabetically the first thing each morning. After the posting is completed the difference between the total debits and credits is compared with the difference of the totals of the debit and credit posting media, to see if the work has been done correctly.

"As the postings are made to the customers' ledger daily and the balance on every account is extended at every posting, we can tell instantly just how every account stands.

"In the general ledger is listed the amount of merchandise bought, the amount of merchandise sold; accounts payable; accounts receivable; bills payable; bills receivable; express; interest; proprietor's personal account; investment account; donation account; office supplies; light and heat; rent; salaries; profit and loss account; and other expense accounts. These accounts give such complete information about the business that it is possible at any time to draw off a detailed financial statement which is valuable in dealings at the bank and in making out the income tax report.

"From my experience extending over quite a period, I am convinced that one of the effective ways to promote business is to offer credit wisely and judiciously. But this cannot be done unless the dealer has constant and accurate knowledge about every account on his books through figures."

PAINT SALESMAN WANTED — FOR NEW Brunswick Territory, by one of the largest manufacturers. State age, experience and present position. Box 207, Hardware and Metal.

Ramsay's for Results

"The Right Paint to Paint Right"

The profits lie in continued sales. It's easy to make one-time sales. But collecting the multiplied effect of selling the right goods comes from the sale of Ramsay's Paints and Varnishes. The satisfied users come back to you for more and for other products, besides.

There is a Ramsay Product for every use—sell it to customers for the car, the garage, the house, inside and out, and many other purposes. Remember Agate Varnish Stains, made from the well-known Agate Floor Varnish, in eight beautiful shades, also natural.

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes since 1842

MONTREAL

Toronto **Winnipeg** **Vancouver**

Distributors:

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton
CALGARY DISTRICT—The McDonald Baker Co., 818 8th Ave. W., Calgary
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

"Save the surface and you save all" *Paint & Varnish*

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....$ .25	Group 3....$ .50
Group 4.... .75	Group 5.... 1.00
Group 6.... 1.25	Group 7.... 1.75
Group 8.... 2.25	Group 9.... 2.75
Group 10... 3.25	

Bench—No. 1, doz.	$17 50
No. 2, doz.	17 60
No. 3, doz.	19 80
No. 4, doz.	21 66
No. 5, doz.	23 76
No. 6, doz.	26 40

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l'

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$2.85.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	5 90
Diamond King (glass)......	8 00
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.

Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.

Machine Bolts, 7-16 in. dia. and larger, list plus 10%.

Sleigh Shoe Bolts, all sizes, list plus 10%.

Coach and Lag Screws, 15%.

Square Head Blank Bolts, list plus 10%.

Bolt Ends, list plus 10%.

Plow Bolts, 1, 2, 3, HEADS, net list.

Plow Bolts, others, list plus 20%.

Elevator Bolts, large heaad, list plus 10%.

Elevator Bolts, corrugated heads, 20%.

Fancy Head Bolts, list plus 10%.

Shaft Bolts ($3 list), list plus 10%.

Step Bolts, large head ($3 list), list plus 10%.

Whiffletree Bolts, list plus 10%.

Nuts, 2 in., and smaller, square Blank, add to list $2.25.

Nuts, 2 in. and smaller, square Tapped, add to list $2.75.

Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12, No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS. HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each........	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	18 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set	$0 93
No. 3, per doz.	11 25

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$1 85
No. 121	1 96
No. 127	2 80

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 46
Plain Tinned, 16 oz. and heavier, lb.....	0 48	....
Polished and Tinned, 16 oz. and heavier, lb.	0 52	0 50
Tubing, lb.	0 50	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 00
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....

Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛........	$0.45	19/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

SHEET LEAD

We make LEAD PIPE up to TWELVE INCHES in diameter LEAD TRAPS LEAD BENDS SOLDER

LEAD PIPE

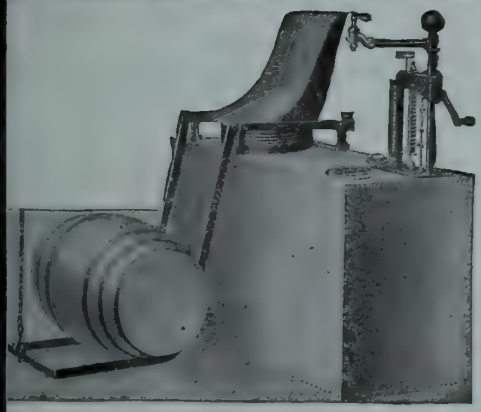
We Make SHEET LEAD up to EIGHT FEET WIDE and can make PROMPT SHIPMENT

Our Specialties: BABBITT, SOLDER, LEAD PIPE, SHEET LEAD

THE CANADA METAL CO., Limited

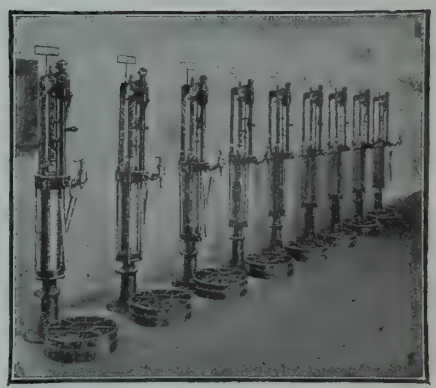
HEAD OFFICE TORONTO BRANCH FACTORIES HAMILTON MONTREAL WINNIPEG VANCOUVER

Paint Sales That Pay a Profit



One unit or as many as you want, in a compact row

You want a profit on every sale, and you should have it. But with the present high cost of paint oils you stand a big chance of losing your profits, unless your methods of handling are systematic and free from loss of time, labor and oils.



Pumps on Sales room Floor. Tanks in basement where ver convenient.

BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

prevent paint oil losses. The pumps measure accurate quantities: no over measure, no leakage, no spilling, or evaporation. Everything is exact, systematic and saving. The sooner you install a Bowser System the sooner you will begin to reap the profits from proper storage equipment.

LONDON
32 Victoria St., S. W. 1

HAVANA
Lonja del Comercio 427

S. F. BOWSER COMPANY, Limited

66-68 Frazer Avenue, TORONTO, CANADA

Sales Offices In All Centers Representatives Everywhere

PARIS
5 Rue Denis-Poisson

SYDNEY
5 Castlereagh Street

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

DUSTERS, HAND

O-Cedar $9 00

Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	4 00
Bi-Treadle, each	9 75
40-100 lbs., 2" to 3" face	3 25
Larger, 24" to 36" dia.	3 50
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$ 9.00
No. 33	10 70
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE Doz.

Sisal, 7-16 in.	$25 00
Do., 9-16 in.	38 00
Jute, 7-16 in.	25 00
Do., 9-16 in.	38 00

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to 2 lbs.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	16 00
Great West	30 00

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$10 00
Majestic, 2 Burner	15 00

Discount 27½%.

Universal 13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$23 00
Corrugated, ⅝ in., 100 ft.	26 00
Corrugated, ¾ in.	29 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 10
Common, plain, 3, 4 and 5 lbs.	15.60
Common, plated, 4-5 lbs.	17.60
Common plated, 6 lbs. and up	.....
Plain, 6 lbs. up	12.40

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$15 00
Do., Japd.	15 00
Long Globe, plain	15 00
Do., Japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz cases	$1 20 doz.
3 doz. cases	1 15 doz.
6 doz. cases	1 10 doz.
Cold blast, genuine ruby	5 50

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	3 00
Steel Thumb. No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
Momentum	20 25
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	.....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	26 00
Patriot	23 00
Jubilee	12 30
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer		$16 00
O-Cedar, less handle		12 60
Do., with handle		14 70
S. W. Mops, complete		6 30
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 35
Crank wringing	8 25-	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph. London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

		2¾	inch....15c
1	inch.....$1	3	inch....10c
1⅛	inch..... 1	3¼	inch....10c
1¼	inch....65c	3½	inch....10c
1½	inch....40c	4	inch.... 5c
1¾	inch....40c	4½	inch.... 5c
2	inch....30c	5-inch base.	
2¼	inch....30c	5½-inch base.	
2½	inch....15c	6-inch base.	

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.25 base; Toronto, $6.25.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.

Have You Met Tommy and Betsy?

SURELY you know this charming couple. If you don't recognize them at first sight, look again. You've seen them in one of the leading magazines. Perhaps it was in Everywoman's World, MacLean's, Canadian Courier, Toronto Saturday Night, American, Cosmopolitan, Pictorial Review, Woman's Home Companion, Good Housekeeping, or House Beautiful.

Their pictures have been appearing to the number of some six million copies from month to month for more than a year. Look for them! Each time they tell a different story — a different domestic drama. They are always making their home additionally happy by doing over an old piece of furniture with "61" Floor Varnish; made in eight lustrous, semi-transparent wood-stain colors.

How about the Tommies and Betsies in your town — will they buy their "61" and other Pratt & Lambert Varnish Products of you?

"Save the surface and you save all" Paint & Varnish

PRATT & LAMBERT-INC.
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FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO

PRATT & LAMBERT
STAR BRAND
VARNISH PRODUCTS

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

Less 10%.

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 40

Above prices net.

	Gallon
Black oil (summer)	0 30
Black oil (winter)	0 30½
Imperial Kerosene tractor	1 45
Capital, cylinder	1 00½
Machine oil, regular grades	0 63
Imperial gas engine oil	0 65
Paraffine	0 45

List, less 15% on above.

Polarine Oil, list	1 45
Polarine Oil, heavy, list	1 45
Polarine A, list	1 45

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle Mobiloil, A	180

List, less 15% on above.

Fuel oil, bbls., net	21 80
Fuel oil, tank cars, net	19 80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. roll	Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor	1 50	1 50
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor	1 70	1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 75	1 75
Joliette Sheathing	1 25	1 25
Do., tarred	1 40	1 40

	Per 100 lbs.
Monarch Sheathing, white	6 50
Do., gray	5 50
Straw Sheathing, heavy, dry	8 05
Spruce Sheathing, 36" and 72" wide	11 75
Asbestos Sheathing	13 50
Carpet Felt	9 00
Tarred Felt, 7, 10 and 16 oz.	6 05

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons), 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 31	7.41	5 91	8 01
⅜ in.	5 31	7 41	5 91	8 01
½ in.	7 10	8 63	7 95	9 48
¾ in.	8 80	10 87	9 95	12 02
1 in.	13 01	16 07	14 71	17 77
1¼ in.	17 60	21 74	19 90	24 01
1½ in.	21 04	25 99	23 79	28 74
2 in.	28 31	34 97	32 01	38 67
2½ in.	44 75	55 28	.....	.....
3 in.	58 52	72 29	.....	.....
3½ in.	74 06	90 62	.....	.....
4 in.	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$32 01	$38 67	$35 71	$42 37
2½ in.	48 26	58 79	54 11	64 64
3 in.	63 11	76 88	70 76	84 53
3½ in.	75 90	92 46	85 10	101 66
4 in.	89 93	109 55	100 83	120 45
4½ in.	1 05	1 29	1 30	1 54
5 in.	1 22	1 50	1 52	1 80
6 in.	1 58	1 95	1 97	2 33
7 in.	2 06	2 53	2 53	3 01
8L in.	2 16	2 66	2 66	3 16
8 in.	2 49	3 07	3 07	3 64
9 in.	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in.	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 25 to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal,	Toronto
Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

Tor. Mont. Per box

IC, 20x28 112 sheets	....	27 00
IX, 20x28 112 sheets	....	30 00
IXX, 20x28 112 sheets	....	33 00
IXXX, 20x28 56 sheets	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Red Star, 3 ply	2 75	2 80
Liquid roofing coating, per gal., in bbls.	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	10 50	....
Coal tar (crude)	9 25	....

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 92
Do., ¼ in. and up	0 90

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50
Discount 10/5%.		

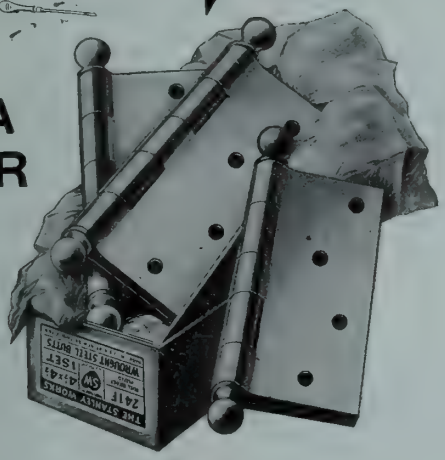
Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

TO A DOOR



YOUR customers are looking for a solution to the problem of warping, bending, sagging doors. Why not let them know the remedy? Suggest the use of 3 STANLEY WORKS Butts to a Door.

THE STANLEY WORKS BUTTS

Come packed three in a box in addition to the regular packing of one pair to a box. Few are the contractors and carpenters entering your store who cannot be won over quickly to the "3 Butt" method of hanging a door.

The Third Butt holds the door in alignment. Your trade will be pleased with the satisfactory results they will obtain with the third butt, and you will increase your butt sales 50%.

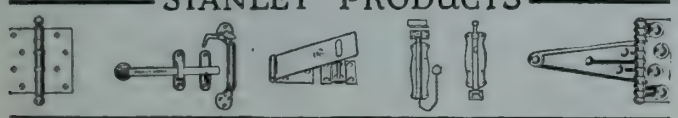
We have a folder, R31, entitled "3 Butts to a Door." Let us send you a quantity imprinted with your name and address.

Canadian Representative

A. MACFARLANE & CO.

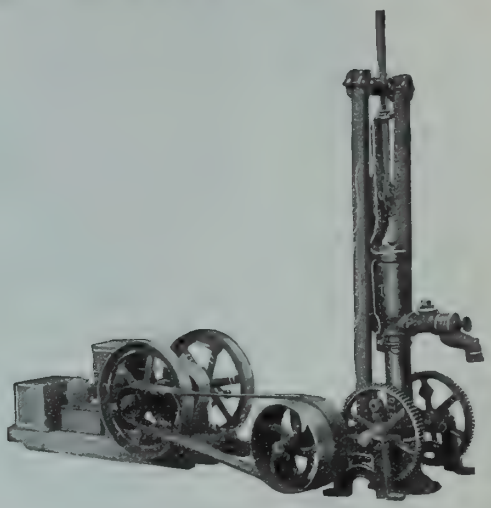
Coristine Building - - Montreal

STANLEY PRODUCTS



The Stanley Works-New Britain, Conn., New York, Chicago.

Beatty Bros. Limited Bulletin



A "Giant" for Heavy Pumping

When you want a Pump Jack to handle heavy work and stand up, day after day, you can bank on the "Giant."

It is unusually strong and substantial in every part, and has a great advantage in its patented design.

There is no shaft running through the centre of the Jack, so the pump standard can be placed on dead centre.

D. E. STATTERS.

Mr. D. E. Statters works under direction of Ontario branch in Northern Ontario. He calls on Hardware Trade and also handles BT stable equipment. He has met with great success in both lines. He is well known as an enthusiastic checker player.

There is, therefore, absolutely no side strain against the pump rod. The "Giant" exerts a direct vertical lift.

It has three strokes, 1⅛" drive shaft and four wide spread feet to take all the weight without strain on the standard.

It is made for use with big pump standards and to do heavy work.

BEATTY | BROS. LIMITED

St. John, N.B. | Fergus, Ont. | Winnipeg | Vancouver
Montreal | London, Ont. | Edmonton | London, Eng.

If interested tear out this page and place with letters to be answered.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $20 00
Golden Clipper 20 95
Little Giant 22 00
Bush 20 50

SNATHS Doz.
00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 06
Bush 17 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 50	$13 00
26 gauge ...	13 25	12 95
24 gauge ...	12 65	12 35
22 gauge ...	12 30	11 90
20 gauge ...	.....	11 75
18 and 20 ga.	11 60	.....

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 65
Galvd. 7 65

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$25 50
Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net..... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast .....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 60
Hot Blast .....Plus 10%
Discount 30% off list.

STRETCHERS, CURTAIN—
Star, No. 1, doz..... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b.....$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings..... 47 00
Grand, jap., cyco b.b..... 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings..... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario.....$10 00

TACKS Discount
Wire Tacks .....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings .....Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Ppright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.....	$6 90	15 in.....	$12 50
10 in.....	7 70	18 in.....	16 00
12 in.....	9 10	add 25% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 50
Jump, No. 1 ..... 3 70
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 ..... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $1 04
Cones, 3-ply, lb. 1 00
Do., 4-ply, lb. ....

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 30%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2..... 23%
Bath Cocks—Compression ... 25%
Flatway stop and waste cocks. Standard 25%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, stand. add 10%
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard .....add 5%
Gate or Straightway ..... Net
Jenkins Gate Valve 10%
Standard Gate .....list plus 5%
Jenkins Globe .....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves
Gate Valves .....Net list
Regrinding Valves .....Plus 7½%
Swing Check Valves .....Plus 15%
Compodisk Valves .....Plus 7½%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 25%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus 66 1-3%
F.o.b. Montreal, Toronto, London, Hamilton.
Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs..	$5 10	$5 60	$7 00
Section, ½ lb., per 100 lbs..	5 50	6 20	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 90	6 00

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0	0 40
No. 0/9	Base
No. 10	0 06
No. 11	0 12
No. 12	0 20
No. 13	0 [illegible]
No. 14	0 40
No. 15	0 55
No. 16	0 70
Bright base	6 00
Annealed base	6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 ..... $10 00
No. 19 ..... 10 50
F.O.B.—Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern; 20% on genuine.

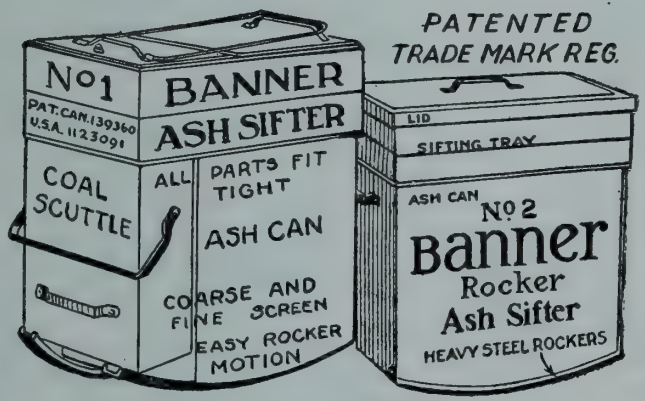
WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E..... 111 80
Favorite, No. 512 ..... 118 20
Royal Canadian, No. 151... 102 00
Favorite No. 514 ..... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 127 00
Bicycle 115 00
Safety 103 50
Eze 110 00
Rapid 100 00
Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London.
Stove Pipe Thimbles, 40%.

TINKER TOM'S TALKS.

No. 275

BANNER ASH SIFTERS



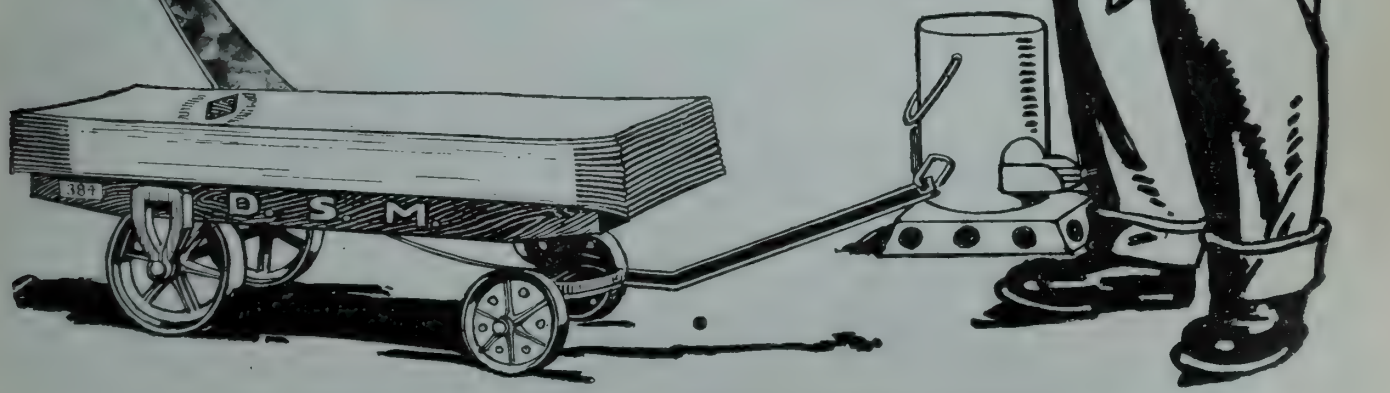
Manufactured by
THE BURROWES MANUFACTURING CO.
607-611 KING ST. WEST, TORONTO

THIS IS THE CAN

that saves coal, labor, temper—eliminates dust, dirt and profanity. You can shake it, but you can't beat it!

TINKER TOM.

P.S.—Made of course from **PREMIER GALVANIZED SHEETS.**



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 29

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	7 50
Hillcrest	7 90

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS

ZZinc coated, 18c 1-lb. packages. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL

For prices see weekly report.

LITHARGE	
Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal 4.50- 7.00
F.o.b. Mor real, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	1 15
1s (1 doz.)	13 00

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 00
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75

Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. **Terms one month net or 1% in 15 days.**

PUTTY

See Weekly Report.

ROSIN

Barrels, 100 lbs.	10 75
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$8 25	7 50
Gal. jugs	8 75	8 00

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Car Tar, refined	10 50	10 50
Coal Tar, crude	9 25	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20
C. D. Wall Coating, white		9 60
Do., colors		9 60

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
KC	0 18½	X Empire	0 19½
Japanese	0 17	X Press	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING

Gilders, bolted, in bbls.	3 25

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	$3 75

F.o.b. Montreal. Toronto London.

GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

Window S RED Glass

Also Plate, Figured, Bent, and Ornamental Glass

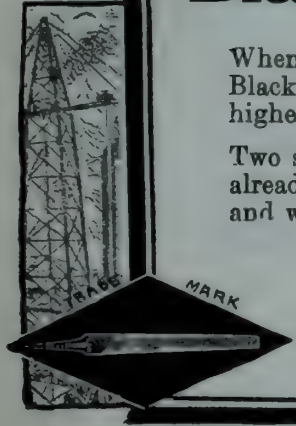
Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.
Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ....25% on list
Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2 .... $22 00
No. 3 .... 24 75
No. 4 .... 26 95
No. 5 .... 29 70
No. 6 .... 33 00

BAR IRON

Bar Iron Round and square, ⅝-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7 00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3 00 per lb.; rawhide, sides, $2.50, cut $3.00

Blue Stone (Vitriol), 11½c.

BELTING

Rubber 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.
Standard, 6½-10% off list. Extra 6½%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots $54 00
5,000 ft. lots 55 00

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

Per pr.
2½ x 2½ in. 45
3 x 3 in. 46
3½ x 3½ in. 48
4 x 4 in. 60
4½ x 4½ in. 89
5 x 5 in. 1 10

Wrought Steel—
No. 800 .... 30% on list
No. 804 .... 10%
No. 838 .... 17½%
No. 840 .... 24%

CARPET FELT

Per 100 lbs.
16 oz. 5 50
20 oz. 7 00

CHAIN

Coil, 3-16 in., $19; ¼-in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25 per cent.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.
Hand, No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1 ....$10 88
Hand, Newmarket 3 60

CLOCKS—Alarm

Each
Big Ben $4 05
Baby Ben 4 05
America 1 95
Sleepmeter 2 75

CLOTHES LINE WIRE Doz.

50 foot $4 50
100 foot 8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.
8, 9, 10 ....$1.08 lb.

DRILLS

See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank...25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH

Eavetrough, per 100 ft., $7.60; 10 in., $8.33; 12 in., $9.68; 15 in., $13.50.
Conductor pipe, 2 in., per 100 ft., $9.23; 3 in., $11.25; 4 in., $14.40; 5 in., $19.80.

ENAMELWARE

See Wares.

FILES

Globe ....Discount 50%
Nicholson Gen..........Discount 20%

FITTINGS—Malleable

Class A 50%
Class B and C, off new list.. 60%
Bushings 10%
Unions, "Dart"—
¼ to 2-in. 15%
⅛, 2½, 3½ and 4-in. 5%
Nipples, 4 in. and under ... 45%

FRY PANS Each

Cast iron, No. 8.......... $1 05
No. 9.......... 1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
61 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz.

Cold Blast $1 20
Short 1 20
Genuine Ruby 5 00

GRIDDLES, PANCAKE

Round, No. 1 .... $1 05
No. 2 .... 1 15
Oblong, No. 8L 1 10
No. 9L 1 25
No. 3 .... 1 90

GRINDSTONES

price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60% and 10%.

HAMMERS—Adze-Eye, Plain

Doz.
No. 0, 1½ lb. $20 20
No. 1, 1¼ lbs. 19 05
No. 1½, 1 lb. 18 95
No. 2, 13 oz. 18 50
No. 22, 1¼ lbs. 15 00
No. 21, 1 lb. 13 65

Bell Face Doz.
No. 61, 1¼ lbs. $19 05
No. 61½, 1 lb. 18 95
No. 62, 13 ozs. 18 50
No. 65, 1¼ lbs. 15 00
No. 64, 1 lb. 13 65

HAMMERS, MACHINISTS'

Doz.
No. 30 up to and including
No. 1 .... $13 85
No. 1½ 16 15
No. 2 .... 18 50
No. 2¼ 20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.
Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.
Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....
Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.
Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.
Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

Doz.
No. 200, jap. $2 15
No. 1200, jap. 3 90
No. 1201, O.C. 4 72

HORSESHOES

Iron, No. 0 to 1, $9.60; No. 2 and larger, $9 35; snowshoes, No. 0 to No. 1, $9.85; No. 2 and larger, $9.70; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

Per 100 ft.

	3-ply	Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED Apollo and "Fleur Premier de Lis"

10¾-oz. or 28 Eng. $13 75
28 Am. or 26 Eng. 13 35
26 Am. or 26 Eng. 12 80
24 .... 12 65
22 .... 12 65
18 and 20 .... 12 50
16 .... 12 35

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.
Mrs. Potts' No. 55, set $2 00
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles, $1.63 dozen. Mrs. Potts' improved, $2.30 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $15 00
Lightning 15 00

LADDERS, STEP

Common, 4 ft., $1.24; 5 ft., $1.55; 6 ft., $1.86; 7 ft., $2.15; 8 ft., $2.40; 10 ft., $3.10.

LADDERS, EXTENSION

20 to 32 ft., per ft., 30c; 36 to 40, 33c.

LANTERNS

Cold Blast
No. 2, Japd. 16 50
No. 2, Coppd. 19 25
No. 2, plain 15 75
Short Globe, doz. 15 75

LATCHES—THUMB, STEEL

Doz.
2 .... $3 75
3 .... 4 25
4 .... 5 00

Barn Door
5 .... 3 00
8 .... 3 48
9 .... 4 88

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

Dowswell ....$ 9 55
New Century 16 30
Canadian 9 55

MATTOCKS

Pick, $15.25; cutter, $15.50.

MOPS

O-Cedar, No. 1 .... $14 70
O-Cedar, No. 3 .... 14 70
Self-wringing 6 70
Mop Handles 2 10

MOWERS—LAWN

		12 in.	14 in.	16 in.
Woodyatt		$ 8 50		$ 9 00
Empress		11 00		11 50
Daisy		6 60		6 85
Star		7 40		7 85
K—3-blade	7 25	7 50		7 85
C—4-blade	8 05	8 40		8 80
BB—4-blade	9 60	10 00		10 50

NAILS

Wire, f.o.b. Fort William, $6.50 base; Winnipeg, $7.00. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in.......... $6 63
30 in.......... 8 93
36 in.......... 10 50

Stephens'

REGISTERED TRADE MARK

Celebrated Wa-Ko-Ver Stain

Wa-Ko-Ver beautifies all woodwork and literally wears like iron. Wherever there are worn floors and scratched woodwork you can safely recommend Wa-Ko-Ver Stain to restore its freshness. This reliable, trustworthy stain has long since won the confidence of consumers. It gives full value in service and creates consumer-satisfaction in the goods and confidence in the store that sells it.

This established reputation makes Wa-Ko-Ver Stain a pleasure to sell. A good display in your windows or on your counter reminds the housewife and keeps it moving.

If You're Not Handling This Line Write Us

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—

	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70

25% and 10%.

PAINTS, PREPARED
(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 85
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15
Ramsay's White	5 55
Do., colors	5 30
Dultone, White	4 25
Do., colors	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 60
Sunrise	1 45
Anchor, tarred	1 75
O.K., tarred	1 75
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT
Buttweld, Steel

Per 100 ft. Blk.	Blk.	Galv.
⅛ in.	$ 6 17	$ 8 64
¼ in.	5 76	8 10
⅜ in.	5 90	8 24
½ in.	7 88	9 59
¾ in.	9 77	12 06
1 in.	14 40	17 82
1¼ in.	19 53	24 12
1½ in.	23 40	28 80
2 in.	31 50	38 84
2½ in.	50 94	63 00
3 in.	66 60	82 80
3½ in.	84 60	103 50
4 in.	99 90	122 40
4½ in.	119 25	146 70
5 in.	139 05	171 00
6 in.	180 00	222 30

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	2 40	2 10
12-oz.	4 80	4 20
1-quart	10 00	10 50
½-gal.	....	16 80
1-gal.	28 08	25 20

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 85
No. 158, gal. 5" wheel	5 72

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt	9 30
1½-lb. t s	16¾

RIVETS AND BURRS

Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in., ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	14 37
Bush	16 25

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	118 00
Superba, nickeled	148 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	6 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 35-5-2% discount.
Colonial Imperial, Pearl, 6-2% discount.
Premier, Canada, Diamond, plus 25%.
Whitewear, 25-5-2%.
Japanned Ware, list, plus 37½%.
Japanned Ware, white, list, plus 47½%.
Japanned Sprinklers, list plus 37½%.
Stamped Ware, plain, 20-10-7½-2½% discount.
Stamped Ware, retinned, 15-10-5-2% discount.
Pieced Tinware, ordinary, list, plu 75%.
Pieced Tinware, copper bottoms, list plus 95%.
Sheetiron Ware, list plus 57½%.
Light Galvanized Pails, plus 57½%.
Tubs—
Light, plus 57½%.
Heavy, 47½%.
Pails and Tubs, plus 57½%.
Jap. Coal Hods, list plus 72½%.
Galvanized Coal Hods, list plus 67½%.

WASHERS—

Size	Case lots	Less
3/16 in.	$22 00	$22 50
¼ in.	19 30	19 80
5/16 in.	18 10	18 60
⅜ in.	16 75	17 25
7/16 in.	15 70	16 20
½ in.	15 10	15 60
9/16 in.	14 95	15 45
⅝ in.	14 80	15 30
¾ in.	14 65	15 15
⅞ in.	14 50	15 00
1 in.	14 50	15 00
1⅛ in.	14 50	15 00
1¼ in.	14 80	15 30
1⅜ in.	14 80	15 30

WASTE

Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$5 75
Solid	5 50

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.80 Winnipeg; Glidden Cattle, 2-pt., $5.60 Winnipeg; Baker, 2-pt., $5.50 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.

Patented screen in 100-ft. rolls, $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.26; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	....

WRENCHES—PIPE

	Trimo Each	Stillson Each
6 inch	....	1 60
8 inch	....	1 80
10 inch	1 81	2 00
14 inch	2 50	2 80
18 inch	3 63	4 00
24 inch	5 25	5 80
36 inch	....	10 80

Always Ready	Black (Dozen)	N. P. (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00

WOOD, VALLANCE LTD.

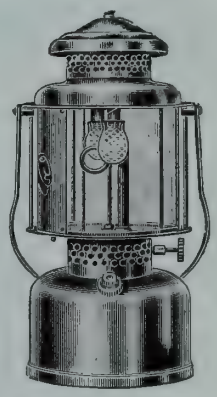
ECONOMY IN CONCENTRATION

There is no getting back of the fact that Specialized Buying makes for Economy. Buy all your needs through the one source and Save Time and Money.

Air-O-Lite Lamps and Lanterns Will Soon Be in Demand

We can supply both the Quick-Lite or Torch-Lite Styles. Also the new Victory Lamp that burns coal oil.

Place your orders now to be sure of getting delivery.



Goods the Returning Harvest Help Will Want to Buy

"THERMOS" BOTTLES

Shaving Accessories of Every Description

INGERSOLL WATCHES

Our Large and Varied Stock Offers You the Convenience of Combined Buying

SERVICE "Only Goods of Recognized Quality" SATISFACTION

Wood, Vallance Limited

WINNIPEG and REGINA

WOOD, ALEXANDER & JAMES, Hamilton and Toronto
WOOD, VALLANCE & ADAMS, LIMITED, Calgary
WOOD, VALLANCE HARDWARE CO. LIMITED, Nelson
WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver

How to Test Advertising

THE man who doubts the power of advertising belongs in the same class with the man who refuses to believe that the world is round simply because he can't get off somewhere at a distance and see its roundness for himself.

The merchant who fears to attempt advertising because he figures it as an "expense" is blind to his own interests. I personally know several men who, because they once tried advertising to the extent of a cheaply printed hand-bill and didn't find it necessary next morning to call on the police to keep the crowds of eager buyers from swamping their store, loudly and solemnly aver that "advertising doesn't pay."

Advertising *does* pay.

The most successful merchants are the merchants who believe most thoroughly in advertising and who practice their belief.

But advertising, in order to pay, has got to be *intelligent* advertising.

The day of hashed-over superlatives — "best goods," "lowest prices," "best stock in town," "greatest bargains ever heard of," and so on—has passed.

People have learned to distinguish the *truthful* advertiser from the blatant behind-the-times storekeeper who believes that, so long as *he* claims to have the best goods on earth, or under the earth, or within wireless distance of the earth, people will break their necks trying to get to his counters in the forefront of the crowd.

Put some *brains* into your advertising.

Don't let the office boy write your announcements in between his other duties.

Don't doubt the business-getting and business-building power of intelligent and informative publicity — and you will find that advertising *does* pay.

—*Jerome P. Fleishman.*

OWL
BABBITT METALS
A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by
THE OWL METAL CO., LTD.
WINNIPEG, MAN.

MILBRADT LADDERS

are made in many styles and to fit all kinds of Shelving. They are made to order.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN., U.S.A.

Arnett Silent Salesmen

are built to accommodate effective displays.

Walk into an Arnettized Store and see how your attention is attracted by the appearance of the Silent Salesman. Let our experts arrange your store for more sales.

Our illustrated catalog will show you the range of styles.

Thomas L. Arnett
Souris, Man.

THOMAS LEWIS ARNETT
SOURIS MAN.

ARNETTIZE YOUR STORE

3

KINREAD'S KANT-BREAK HALTER

"The Line of Progress"
R. R. Kinread
72 - 74 Princess St. Winnipeg

HARDWARE SPECIALTY LINES WANTED FOR WESTERN CANADA
P. R. BRECKEN, Limited
Manufacturers' Agent
108 Sixth Avenue West
CALGARY ALBERTA

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.

HARDWARE SPECIALTIES
BRASS AND ALUMINUM CASTINGS
GREY IRON CASTINGS
MAGNET METAL & FOUNDRY CO., LTD.
WINNIPEG, MAN.

Have You Received HARDWARE AND METAL Electro Catalog Yet ?

If interested tear out this page and place with letters to be answered.

The Trade Mark behind the "Hardware House of Quality"

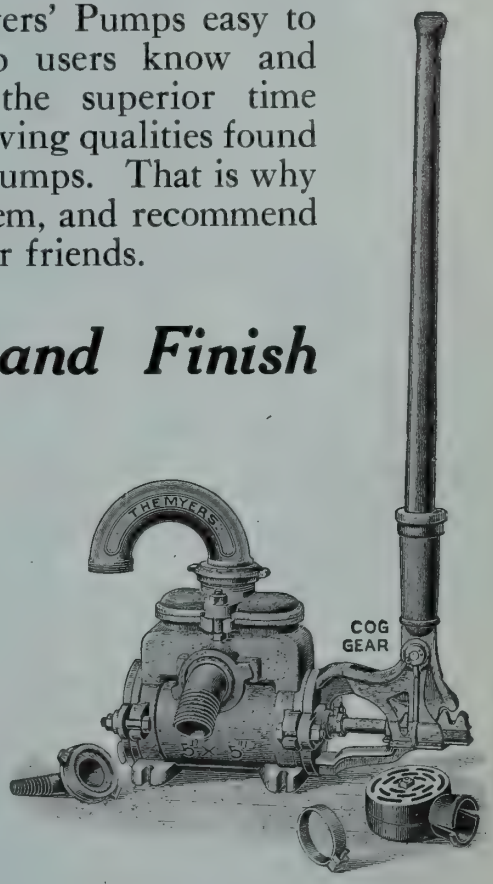
DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Myers' Force Pumps

Have Solved the Pump Problem

Myers' Cog Gear Double Acting Force Pump for filling Thresher Tanks, Washing Out Boilers, Irrigation Purposes, Pumping Water from Trenches, Shallow Wells, Cellars, Barnyards, etc., is an easy-working pump built for service. Dealers find Myers' Pumps easy to sell. Pump users know and appreciate the superior time and labor-saving qualities found in Myers' Pumps. That is why they buy them, and recommend them to their friends.



Materials, Workmanship and Finish

In these pumps are to be found the very best of materials, workmanship and finish; this combines to assure thorough satisfaction and long life to goods made under such conditions. Among the many advantageous features that this pump is noted for are: Compactness and strength for size and weight, large and direct waterways, ample valve capacity and easy operation enables the pump to throw an abundance of water with a minimum of labor. The cog gear head is reversible and can be used at either end.

The J. H. Ashdown Hardware Co., Limited
Winnipeg, Canada
Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Norman MacDonald, Toronto.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Hurtubise Limited, Montreal, Que.
Landers, Frary & Clarke, New Britain, Conn.
The Louis McLain Co., Limited, Toronto, Ont.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
Wm. J. Brown, Montreal, Que.
H. W. Johns Manville Co., Toronto, Ont.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Samuels & Co., J., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

Auto Accessories, Equipment and Supplies. (Jobbers)
D. Ackland & Son, Limited, Winnipeg, Man.
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
The Adamson Mfg. Co., Hamilton, Ont.
Ames, Holden McCready, Limited, Montreal.
The All-Way Mfg. Co., Toronto, Ont.
Apollo Plug Mfg. Co., Birmingham, Eng.
Auto Specialties Co., Fort Erie, Ont.
Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Edgar C. Guthard Co., Chicago, Ill.
The Franco-British Supply Co., Winnipeg, Man.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
The Imperial Bit & Snap Co., Racine, Wis.
The Kales Stamping Co., Limited, Walkerville, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc., New York.
Will. B. Lane, Chicago, Ill.
Marquette Mfg. Co., Inc., The, St. Paul, Minn.
John Murphy Co., Winnipeg, Man.
The Locktite Mfg Co., Windsor, Ont.
The Motor Specialties Co., Waltham, Mass.
Motor Sundries Limited, Toronto, Ont.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
C. A. Shaler Co., Waupun, Wis.
A Schrader Sons, Inc. Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
The Van der Linde Rubber Co., Toronto.
Van Cleef Bros., Chicago, Ill.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Automobile Jacks
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Burgess Batteries Limited, Winnipeg, Man.
Canadian National Carbon Co, Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Burgess Batteries Limited, Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co., Ltd., The, Toronto.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

THE
Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.
GLASS

MR. HARDWARE DEALER:—

BUY in MOOSE JAW

SERVICE and PRICE UNBEATABLE

WE CAN SUPPLY ANY SIZE IN

PLATE AND WINDOW GLASS
WINDSHIELD GLASS
MIRRORS AND FANCY GLASS

and all kinds of Glass for a building

TRY US AND BE CONVINCED

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

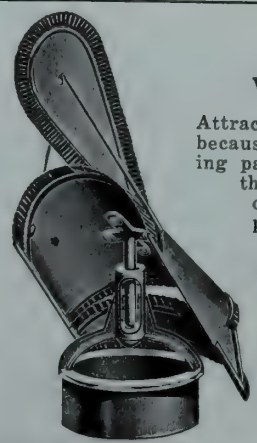
Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

For Solidifying Sales and Preventing Lost Accounts

For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.



O-Rib-O

Volcano Chimney Top

Attracts the customers and closes sales because the Deflector—the lower slanting part shown—receives wind through the sloped opening directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys. Sells readily for homes, stores, churches, factories and as a ventilator for barns and warehouses.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Scythes,, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
John Adam & Son, Collingwood, Ont.
Canadian Broom Mfg. Co., Ltd, Winnipeg, Man.
Meakins and Sons, Limited, Hamilton, Ont.
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd. Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Business Machines
The International Business Machines, Ltd., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co. Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.
Norman MacDonald, Toronto, Ont.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.
Jacobs Mfg. Co., Hartford, Conn.
Jones & Shipman Limited, Toronto, Ont.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Barrett Roofings, Cements Industrial Paints etc.

THESE Barrett Products are widely advertised in farm and technical publications throughout every province. The demand created by this advertising, *plus* the requirements of thousands of users who have already proved the superiority of these products, means easy sales for dealers who are alive to the opportunity.

We can fill your orders promptly, if you send them *now*.

Everlastic "Rubber" Roofing

THIS is the biggest selling roll roofing on the Canadian market.

It is popular with users, because moderate price and long service mean sound economy.

It is popular with dealers, because quick sales and satisfied customers mean larger profits and more business.

Long years of manufacturing experience and the use of carefully selected materials insure the uniform high quality of Everlastic "Rubber" Roofing. It is *always* good.

Everlastic "Rubber" Roofing is made in three weights: light (1-ply), medium (2-ply) and heavy (3-ply), and put up in rolls containing 108 square feet. Nails and cement are packed with each roll.

Everlastic Liquid Roofing Cement

FOR renewing the life of old and worn-out felt and "rubber" roofing, Everlastic Liquid Roofing Cement is positively without an equal. It is easy to apply and forms a new wearing surface that is smooth, tough, waterproof and so durable that it makes the old roof good for several years of extra service.

Although Everlastic Liquid Roofing Cement is a comparatively new product, roof owners have been quick to recognize its value and it is a big seller everywhere.

If you want to save money for your customers you should sell them this remarkable Barrett Product.

Everlastic Liquid Roofing Cement comes ready for use in packages of various sizes, ranging from 1 pint cans to 40-gallon barrels.

The Barrett Trade-Mark stands for high quality products, moderate prices and fair dealing.

It pays to handle goods bearing the Barrett label.

Other Barrett Products are Creonoid (Fly Oil) Lice Destroyer and Cow Spray, Elastigum Plastic Patching Cement, Everjet Elastic Carbon Paint.

ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.

The Barrett Company LIMITED

MONTREAL WINNIPEG TORONTO VANCOUVER

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
Lewis Bros., Ltd., Montreal.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Frderick Giles & Son, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman Limited, Toronto, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Pedlar People Limited, Oshawa, Ont.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engineers' Supplies
A. Downs & Co., Manchester, Eng.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fence Posts, steel
Burlington Products Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

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Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co, Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

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Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, On
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
The Northern Electric Co., Limited, Montreal, Que.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
The Solex Co., Winnipeg, Man.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Montreal.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

G R

MINISTRY OF MUNITIONS

THE DISPOSAL BOARD HAVE

STOCKS

LYING IN THE UNITED KINGDOM

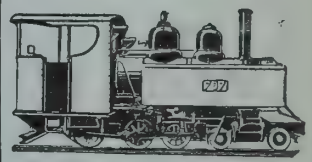
and

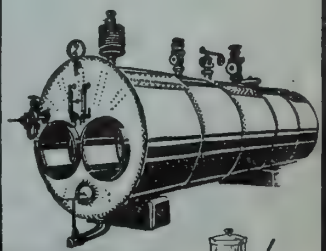
AVAILABLE FOR EXPORT

of

ENGINEERING STORES

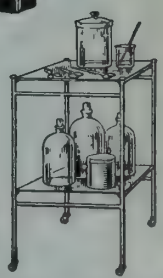
- Ferrous and Non-Ferrous Metals
- Plant and Machinery
- Steam Engines and Boilers
- Factory Stores
- Machine Tools
- Railway Material
- Contractors' Stores
- Electrical Instruments and Machinery
- Medical Stores
- Chemical and Explosives
- Motor Vehicles
- Agricultural Machinery
- Aircraft
- Furniture
- Textiles and Clothing
- Boots and Leather Equipment
- Motor Boats, etc., etc.





Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
B. M. Hill & Co., Limited, Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pails
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phonographs
The Musical Merchandising Sales Co., Toronto.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rings
The Burd Ring Sales Co. of Canada, Winnipeg.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Expansion
The Rowe Plug Co., Ltd., London, Eng.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TRADE MARK

Dependable Roofing and Building Papers

"Cyclone" and "Joliette" Brand Sheathing
Tarred Fibre Building Paper and Sheathing
Blue Resin Sized Sheathing, Dry Straw Sheathing, Tarred Straw, Carpet Felt, "Surprise" and "Monarch" Sheathing

"Black Diamond" Tarred Felt

"Crown" or "Slater's" Tarred Felt, 2 and 3-ply Ready Roofing, Coal Tar, Pitch and Roofing Cement, Shingle Varnish

Headquarters for Rubber and Patent Roofing

"Crown" Twin Shingles

Alex. McArthur & Co., Ltd.

Established 1879

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BRIGHT—BLUED—COATED "SPECIALS" OUR SPECIALTY

WIRE

COPPERED, TIN, BRIGHT ANNEALED, OILED & ANNEALED HAY BALING WIRE

BALE TIES

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

Fig. 117

"McDougall" Well Pumps

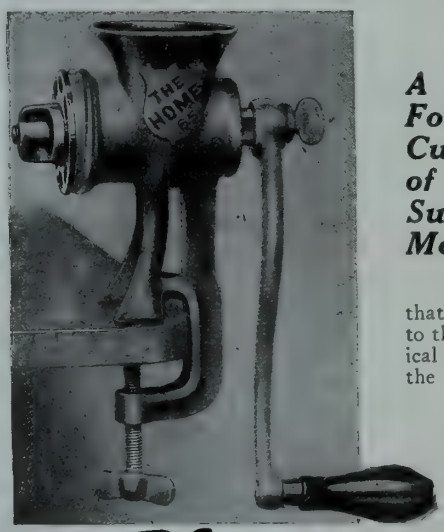
A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada



A Food-Cutter of Superior Merit

that sells easily to the most critical customer—the

Maxwell

"HOME 65"

QUICK—CLEAN—WATER-TIGHT

Open-end cylinder makes it easily cleaned.
Cuts any kind of Food.

Home 65: Family Style. Home 55: A Smaller Model
Made in Canada—Superior to any imported

Write for Proposition.

Maxwells Limited, St. Mary's, Ont.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd. Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
The Damon Specialty Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Dorken Bros. & Co., Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Goodell Pratt Co., Greenfield, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

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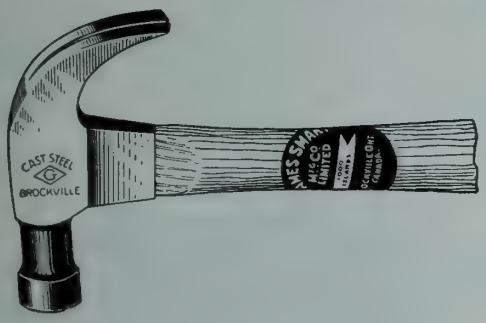

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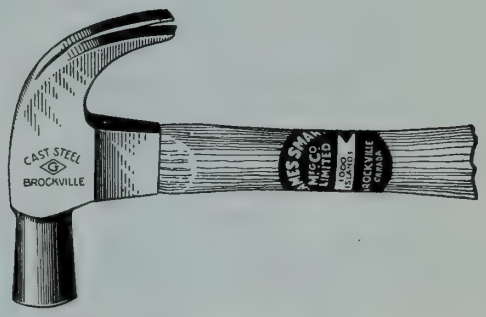

Number 21

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THE BUYERS' GUIDE

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The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screw Machine Products
The National Acme Co., Cleveland, Ohio.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Pedlar People Limited, Oshawa, Ont.
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shellac
Stewart & Wood, Ltd., Toronto.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sickles
The Burrowes Mfg. Co., Toronto, Ont.

Sifters, Ash
Wiebusch & Hilger, Ltd., New York, N.Y.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Products
The Western Steel Products Ltd., Winnipeg, Man.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont
The Gurney Foundry Co., Ltd., Toronto.
Adam Hall, Limited, Peterborough, Ont.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian General Electric Co., Ltd., Toronto, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.
Dingley Bros., Export, Limited, Lindsay Bldg., Montreal, Que.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Syphons
The Anthes Foundry Co., Limited, Winnipeg, Man.

Tacks
The Canada Tack & Nail Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
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If interested, tear out this page and keep with letters to be answered.

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Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Thermos Bottles
The Canadian Thermos Bottle Co., Ltd., Toronto.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Timers for Ford Cars
The Franco-British Supply Co., Winnipeg, Man.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
The "J.B.R." Tool Works, Manchester, Eng.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
Jones & Shipman Limited, Toronto, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Canadian K.K. Co., Ltd., Elora, Ont.
The Coleman Fare Box Co., Limited, Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.
The Rex Import Co., Ltd., Glasgow, Scotland.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Limited, Toronto, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Voss Bros. Mfg. Co., Davenport, Iowa.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Wax, Liquid
The Damon Specialty Co., Toronto, Ont.
MacNeill's Liquid Floor Wax Co., Ltd., Toronto.

Wax, Floor
T. S. Jackson & Sons, Limited, London, Eng.
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

A Type For Every Requirement

TRADE CHICAGO MARK

A Size For Every Door

SPRING HINGES

The Chicago "Triplex" Spring Butt-Hinge is *known* and *used* all over the world. It has several distinctive features embodied in no other Spring Hinge.

It swings doors right and swings profit quickly to the dealer who handles it.

TRADE CSB CO MARK

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue 36

British Made RAZOR STROPS

Will Please Your Trade

We have them in stock to meet jobbers' needs and our prices are very attractive.

Why not sell the better strops?

Wire or write for prices

Dingley Brothers Export Limited

Lindsay Building, Montreal

W. T. Evans, Canadian Representative

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue

The Wm. Cane & Sons Company, Ltd

Manufacturers NEWMARKET, ONTARIO

Don't Throw it Away

Does Your Granite Dish or Hot Water Bag Leak?

USE MENDETS

A PATENT PATCH

Quick Sales Big Profit Satisfaction

Occupy But Little Space Sell Easy

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

Collette Mfg. Company, Collingwood, Ont.

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THE BUYERS' GUIDE

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
Frothingham & Workman, Montreal.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
The Kennedy Hardware Co., Ltd., Toronto, Ont.
Lewis Brothers, Limited, Montreal, Que.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield. Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Edgar C. Luthard Co., Chicago, Ill.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
The Hoyt Metal Co., Toronto.

THE K-T COBBLER SET

THE TRADE K–T EE MARK FDY.

You Can Absolutely Guarantee
this repair outfit to your steady customer or to the customer you would like to make permanent.

UNBREAKABLE
It weighs 14 lbs.
It sells for $1.50
It costs you $1.00

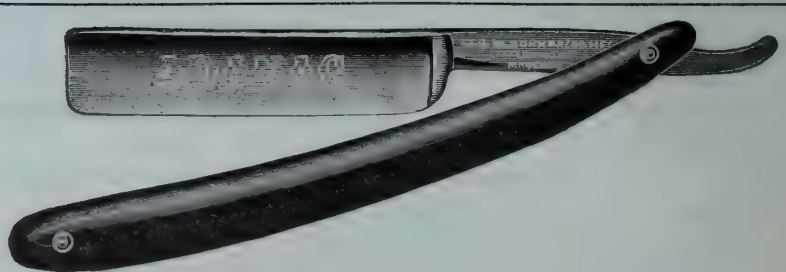
The high price of shoes will make this a steady seller.

We also make for your trade

Clothes Reels Clothes Pulleys Builders' Castings of all kinds
Clean-Out Doors Coal Chutes Window Weights Horse Weights

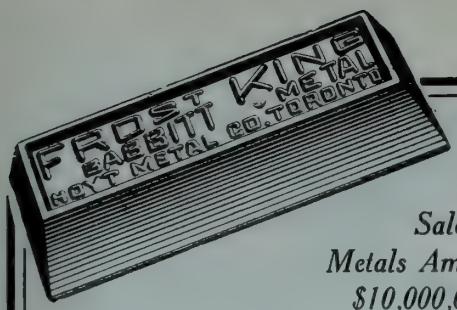
Inquire for our prices GALT, ONTARIO

Price Doesn't Make a Razor



Men have paid as high as ten dollars for razors which were a keen disappointment.
And they have paid only two or three dollars for G. W. Korn's Razors which were a keen delight.
The difference is more in the **treatment**, than in the **steel**—anyone can buy good steel.
G. W. Korn's razors are made by **razor experts**, not "general cutlery makers."
A complete line with an established reputation.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.
Canada Office: 140 McGill Street, Montreal



The Annual Sales of Hoyt Metals Amount to $10,000,000 !

Frost King

That Hoyt Metals are preferred by men of experience is well established by the enormous annual sales of these efficient metals. Frost King is popular with metal users everywhere and is well known for its high anti-friction quality, unequalled endurance, and always cool-running characteristics.

Hoyt Metal Company
Montreal TORONTO Winnipeg

"HERCULES" SASH CORD

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Tests made by Strength of Materials Laboratory (University of Toronto) prove our claims as to quality.

All wholesale hardware dealers carry Hercules Sash Cord.

Manufactured in Canada

"Alloyed under the Stanley Process"

for general service

LIONROYAL BABBITT

MADE IN CANADA

We warrant that no other Babbitt at the price will perform as well in so many different classes of bearings, and are ready to prove this in any case by trial installations in competition with any metal of its type.

The secret of its success is in the method of its alloying. It is produced under the Stanley Process, which is controlled exclusively by us throughout the Empire. Try it and be convinced.

BRITISH SMELTING & REFINING COMPANY LIMITED

MONTREAL

If interested tear out this page and place with letters to be answered.

DISSTON LEVELS

Disston Levels are made from specially treated hardwood stock—wood that has been scientifically cured in the Disston plant, so treated as to allow the least possible warp. It is admitted that Disston Levels cause less trouble from warping than any others.

The House of Disston has developed the most perfect level adjustment on the market. The turning of two small screws enables anyone to true up the bubble. This is a most simple arrangement to offset the almost inevitable slight variation due to heat, cold, dampness, etc.

Disston Levels are made as carefully and as expertly as Disston Saws, and are guaranteed right as are all Disston Brand products.

HENRY DISSTON & SONS, LTD.

TORONTO, CANADA. BRANCH: VANCOUVER, B.C.

We are Exhibiting a Full Range of

J. & S. British Made Small Tools

at the

National Exhibition, Toronto

and shall have inquiries from buyers in your district. Get the **J. & S.** range of Small Tools in stock at once and so enable us to pass inquiries and orders to you for

Centre Drills
Drill CHUCKS
Scroll CHUCKS
Drop-forged Tool-Holders
Boring Bars
Mandrels, etc.
Cutting-off Tools
Knurling Tools
Thread-cutting Tools
SLEEVES
SOCKETS
Machine Vises, etc.

Ask us immediately for samples and literature

A.A. Jones & Shipman LIMITED
LEICESTER.

Canadian Office and Warehouse :
Page Building, Corner King and Jarvis Streets, TORONTO

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Mincing Machines

The knives and plates are made of wrought Swedish Steel of finest quality. The Mincers may be had tinned all over or enenamelled white inside and japanned red outside. A line that sells on merit with profitable results. Write for more details.

Canadian Agent:

F. W. Lamplough & Co. 46 Alexander St., Montreal

FISHING TACKLE!

Incomparable INCOMPARABLE REGISTERED TRADE MARK. **Brand**

Buyers are respectfully requested to place their orders for early delivery 1921, NOW
Our Mr. Thos. Tully will visit Canada earlier this year, beginning his trip in July, and he hopes to receive a continuance of the kindness and courtesy hitherto extended to him by our many friends in the Dominion.

Ludgate, Ryder, Thomas & Co.
Clive Road
Redditch - England
Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois.

BALE-TIES

Hay, Straw, Rags, Paper, Flax, Excelsior, Shavings, Etc.

5 ft. to 12 ft. long. 12 to 16 Gauge Wire. Other Lengths or Gauges if required.

WIRE

Bright, Annealed, Coppered, Tinned, Galvanized, Etc., for any purpose. All Sizes, Any Temper.

We carry at all times the LARGEST STOCK of Bale-Ties in Canada

THE
LAIDLAW BALE-TIE CO.
LIMITED
Factory and Head Office **HAMILTON, ONT.**

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
M. Bryan 24 Aldgate, London ,Eng.
Norman Jessiman 505 Hastings St. West Vancouver B.C.

The Famous "MAB" RAZORS

25 years reputation

No. 14 pattern

Dwarf size for self-shavers

Large size for barbers

"Mab" Razors are known throughout the world and recognized by all as the acme of perfection, made from the finest Sheffield steel. Every razor guaranteed perfect. Mab pocket cutlery is also made from the same steel.

Apply for prices and particulars from our Canadian agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto TELEPHONE MAIN, 6510

Made by THE "MAB" CO., Birmingham and Sheffield, England

If interested tear out this page and place with letters to be answered.

The average dealer usually carries various types of Cordage, each possibly efficient in its own limited sphere; why isn't it good business to concentrate on the sale of

AERO CORD

which gives superior efficiency for all purposes, thereby reducing stock and eliminating much unnecessary detail work and which will result in a larger percentage of profit.

AERO CORD will give equal satisfaction indoors or out.

If your Jobber cannot supply you write us.

THE AERO MFG. CO., Limited

Factory: LENNOXVILLE, QUE. SHERBROOKE, QUE.

Western Agents:
THE H. L. PERRY CO., LIMITED
Winnipeg, Man.

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

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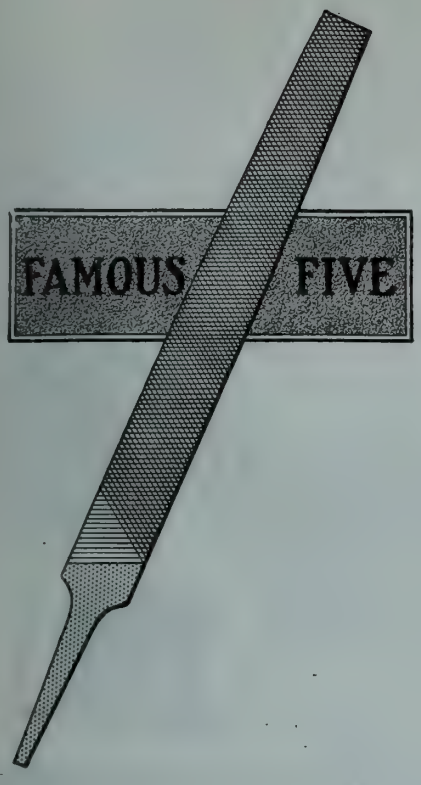


Creating Sales for Famous Five Files

Given an established demand, we are constantly creating new sales for Famous Five Files by aggressive advertising.

The Famous Five Brands are well-known as the standard of file efficiency. By keeping this fact before the file-using public, we are helping the dealer to get new customers.

We also help the dealer by carrying large reserves, so that he may quickly replenish his stock through his jobber.

Get your share of profit on the Famous Five brands. They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

MADE IN CANADA BY

Nicholson File Company

PORT HOPE - ONTARIO

GALVANIZED PAILS

We shall be glad to supply, in addition to our General Catalogue, information on Steel Castings, Enamelled Ware, Stamped Ware, Children's Toys, Roofing Material, Oil Stoves, etc., etc.

These pails are all Davidson Quality in standard light weight. They are made in the "Dufferin" and "English" patterns.

We can also supply Tin Dairy Pails. Write us for particulars.

The Thos. Davidson Mfg. Co. Limited

Head Office: Montreal
Phone Vict. 1492

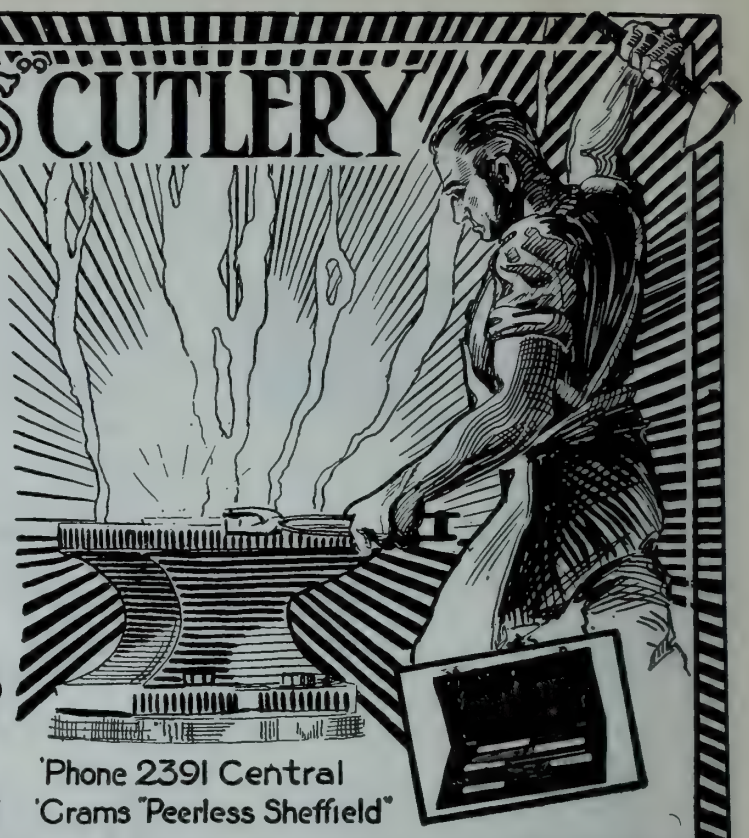
Branches: Toronto and Winnipeg.

Steel Foundry Division:
Lachine Canal, Turcot.

DAVIDSON

If interested tear out this page and place with letters to be answered.

"PEERLESS" CUTLERY



FRED ELLIS'S HAND-FORGED DOUBLE-SHEAR STEEL CARVERS
A Highest Grade Product of old-time quality

FRED ELLIS'S CASED CARVERS SETS
In Stainless Steel Throughout

FRED ELLIS'S STAINLESS CUTLERY
Entirely Rustless and Non-corrosive

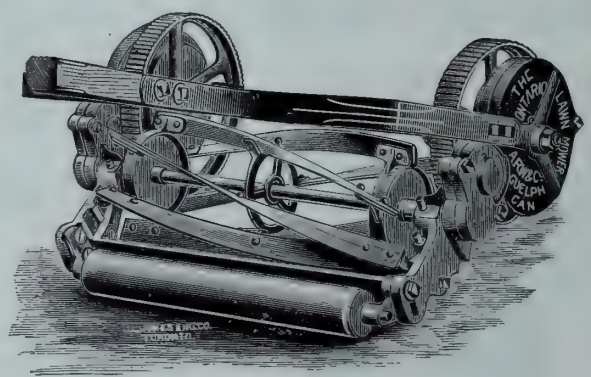
THE "PEERLESS" RAZOR
Full Hollow Ground. Quality and Price Unbeatable

FRED ELLIS & SONS
Globe Works Penistone Rd
SHEFFIELD

'Phone 2391 Central
'Grams "Peerless Sheffield"

Prices On Spring Goods Have Been Distributed To Jobbers

We have supplied the hardware jobbers with season 1921 prices on lawn mowers, screen door hinges and sets, sap spouts, tree pruners and post hole augers. We see no possibility of decline in prices quoted, in fact only limited supplies have been obtainable.



We believe your interests will be best served by booking your requirements at once, for this will enable us to secure stock and prepare definite schedules, thus avoiding unnecessary delays when the season is on.

Your hearty co-operation will be greatly appreciated.

Makers of the most complete line of Lawn Mowers in Canada.

TAYLOR-FORBES CO., LTD.
1070 Homer St., Vancouver
H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

Taylor-Forbes Co., Limited
HEAD OFFICE AND WORKS
Guelph, Ont.

TAYLOR-FORBES CO.
246 Craig St. W., Montreal
H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B

If interested, tear out this page and keep with letters to be answered.

Fill Every Requirement

Morrison Gauges

Reliable, dependable, trustworthy gauges that have the confidence of engineering and mechanical men everywhere.

Morrison Gauges cover every purpose—for indicating or recording; pressure, temperature, altitude, revolutions, etc.

This salable line simplifies the merchant's work because Morrison Gauges will take care of any requirement of your trade.

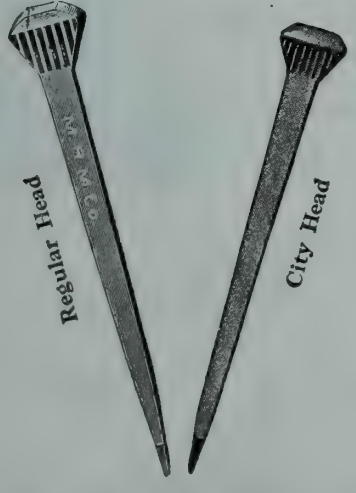
James Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West - - Toronto

The enviable reputation of Morrison Gauges not only helps sales but builds prestige for your store.

Write for full particulars.

PRICE LIST
"M.R.M." BRAND
HORSE SHOE NAILS

Number	Lengths	Price per box (25 pounds)
3	1⅝ in.	$20.00
4	1¾ in.	10.00
5	1 15/16 in.	5.25
6	2⅛ in.	5.00
7	2 5/16 in.	4.75
8	2½ in.	4.75
9	2 11/16 in.	4.50
10	2⅞ in.	4.50
11	3 1/16 in.	4.50
12	3¼ in.	4.50



Blacksmiths are now demanding "**M.R.M.**" Horse Nails. They are made from the best material obtainable. They drive well and hold after they are driven.

Liberal discounts allowed off above list prices to Merchants handling "**M.R.M.**" Nails.

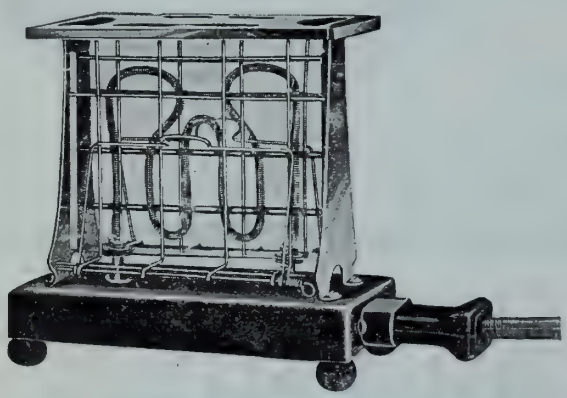
The Montreal Rolling Mills Co.
MONTREAL, CANADA

If interested, tear out this page and keep with letters to be answered.

J. C. ELECTRIC TOASTERS

The Upright Toaster with the Glowing Coils

DEALERS—The Heating Element of the J. C. Toaster is interchangeable, and can be changed in less than two minutes.



Cat. N610 is of sheet steel, highly Nickel plate finish, and rubber finish base. A very pleasing appearance. Heating Element is of the Helical type, and the glowing red-hot coils are pleasing to the eye.

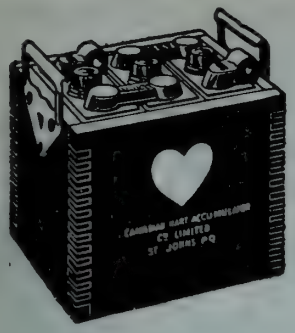
Cat. No. W600 is a low-priced Toaster, wire constructed, and suitable for kitchen or ordinary use, is very reliable, and Heating Element is the same as is used in our Cat. N610.

Write for Pamphlets and Prices

Made in Canada by

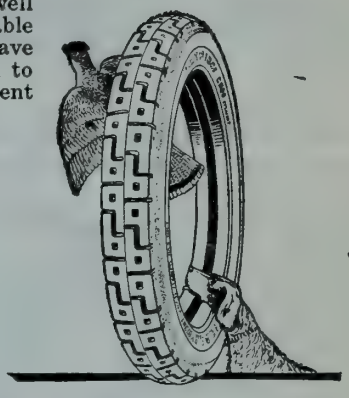
Clemens Electrical Corporation, Limited

Hamilton, Ontario



The Hart Battery Agency is a Real Money-Maker

The reliability and sturdiness of the Hart Battery is well known to motorists. You can build a highly profitable business if you take on the agency for this line. We have experts who are ready to help render a service second to none. If you would like to add a live, paying department to your store, write us for full particulars.



Partridge Tires

Wherever they are used they are held in high esteem. Mile after mile Partridge Tires give staunch, reliable service. They are the kind of tires you can be proud to sell—and you can feel sure they will please your customers. We can make immediate delivery in all sizes. We are distributors to the Trade. If you Want Partridge Tires, We give You Right Prices and Prompt Shipment.

We also carry a complete line of High-Grade Auto Accessories

SAMUEL TREES & CO., LIMITED

Wholesalers of High-Grade Auto Accessories

42 Wellington Street East **Toronto**

A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)

No. 2 Cold Blast Correct Lamp Burner

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

The Schultz Manufacturing Company

LIMITED

HAMILTON, CANADA

Give us your Wholesaler's name and we will send you a sample

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

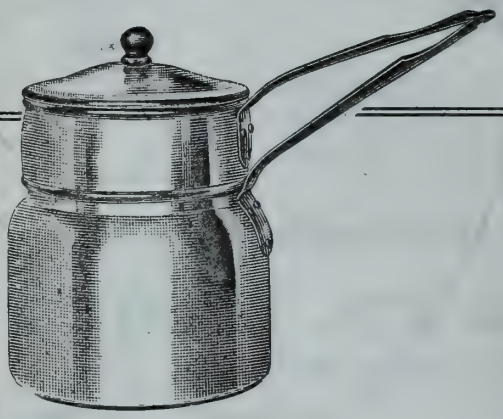
If interested tear out this page and place with letters to be answered.

THE GENDRON MFG. CO., LTD., Toronto, Canada,

Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs

Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.

The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada



"VIKO"

Aluminum Products

Salesmaking Features

Tough and durable, stamped from pure aluminum; light weight, attractively designed, rustproof and sanitary, free from poisonous compounds; rounded corners mean easy cleaning; fuel-saving, therefore economical. No enamel to chip; heat quickly and evenly, will not burn; riveted seams. Built for service.

Write for catalogue.

Hurtubise Limited

Successors to

North American Hardware Supply Limited

222 Notre Dame Street West

MONTREAL CANADA

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists'

AND

Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.

LIMITED

HESPELER, ONT.

The Crescent Line

Small Tools and Hardware Specialties

HERE is a widely known line that makes good sales and brings good profits. There is good reason for their popularity. Made from carefully selected materials under the most advantageous manufacturing conditions and rigidly inspected, they satisfy customers and bring good trade.

Ask Your Jobber

Campbell Agencies

TORONTO, CANADA

The Crescent Company, Meriden, Conn.

If interested tear out this page and place with letters to be answered.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

THE
No. 90 C. & L. Torch

No. 90
Kerosene Torch
List price, $17.60.
Ask for discount.

uses kerosene for fuel and a very powerful blue flame of intense heat is obtained, free from smoke or smell. The tank is made of heavy gauge brass, reinforced, and fitted with automatic brass pump which quickly supplies the required air pressure. The burner is made of special metal and is durable and economical. Jobbers supply at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
Detroit, Mich., U.S.A.

WIRE ROPE AND FITTINGS

OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

PEERLESS
Lawn Fencing

is the finish, the last word to beautify, protect and to enhance the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers, and prevents trespassing. It is built of open hearth steel wire, galvanized, and when not otherwise ordered, we paint all fencing with a coat of high grade white or green paint. It looks well and lasts long. **Send for Catalog** of many designs, also Farm and Poultry Fencing. A complete line for all purposes.

THE BANWELL-HOXIE WIRE FENCE CO.
Hamilton, Ont.
Winnipeg, Man.

Satisfying to Use or to Sell

Every sale of this B. & C. Improved Adjustable "S" Wrench makes a new friend and future customer for you. It satisfies the customer and brings him for other wrenches of this sales-making line. Easily adjustable by the thumb of the hand that holds it. Carefully hardened and tempered.

Guaranteed. B. & C. Quality sells it. Write for prices.

BEMIS & CALL HARDWARE & TOOL CO.
SPRINGFIELD, MASS., U.S.A.

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO.
LIMITED
TORONTO CANADA

Made in Scotland.

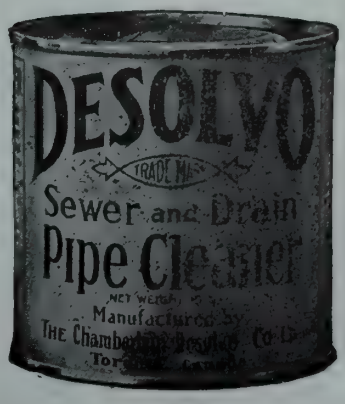
ESTD. 1855

Used the world over.

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE

Write for Export Terms to —

MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN



DESOLVO
Pipe Cleaner

Desolvo sewer and drain pipe cleaner will clear clogged and frozen pipes safely. Increase your Spring business. Desolvo sells itself.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., Toronto

Eastern Canada Representatives:
Richardson & Bureau,
55 St. Francis Xavier St.,
Montreal, Que.

Ontario Representative:
L. F. Mayne, 99 Quebec St.,
Toronto.

Western Representative:
N. D. McPhail & Co.,
1329 Standard Bank Bldg.,
Vancouver, B.C.

If interested, tear out this page and keep with letters to answered.

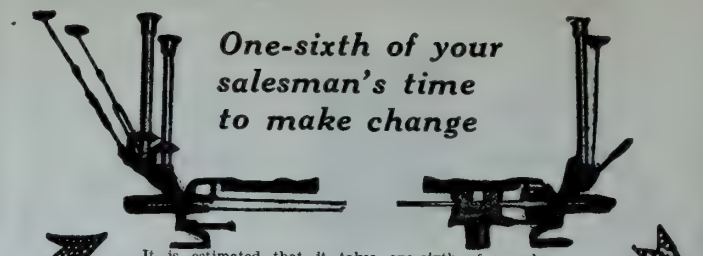
Maple Leaf Belt Dressing

Sales and Profits

will result for the dealer who sells the famous "Maple Leaf." Eliminates slipping and increases the life and efficiency of the belt.

Dominion Belting Company, Limited

Hamilton Canada



One-sixth of your salesman's time to make change

It is estimated that it takes one-sixth of a salesman's time to make change under ordinary conditions. This means the time of one salesman in a staff of six. Eliminate the running and five salesmen can do the duties of six.

Our Cash Carriers will accomplish this for you, and at a greatly reduced cost with more efficiency. There also would be two persons in every transaction, viz., the salesman and cashier—each checking the other—and your money will be in the custody of one person, and in your office, where it properly belongs. Had you thought of it in this way? Our leaflet explains it fully.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

If It's Great Western

Solder - Lead - Babbitt Metal
It's Good

Made in Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Chamber of Commerce Bldg., Winnipeg, Man.

A. G. Low Co., Saskatoon Sask.

Hamilton Gas Mantles

Hamilton Gas and Gasoline Mantels

The hardwareman's "one-best-bet" as a profit-maker and business-builder. Consumer satisfaction, new customers and repeat orders are assured. Order to-day.

At all Good Jobbers.

The Hamilton Gas Mantle Company, Limited

Head Office and Factory

Toronto Hamilton, Canada Montreal

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application ***Immediate Shipment***

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

Kent-Garvin Co., Ltd. of Hamilton, Ont.

have a fine line of builders' hardware on which they can give prompt shipment—dozens of different designs in inside lock sets with front door sets to match, in oxidized copper, dull brass, nickel-plated and sanded finishes.

WRITE FOR PRICES

NOTICE TO THE TRADE

FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.

You can make quick sales and big profits selling the

"COMFORT" IRON

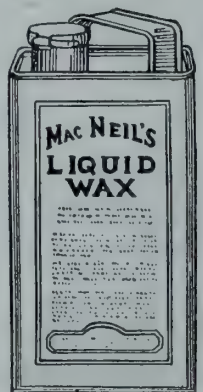
Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by

NATIONAL STAMPING & ELECTRIC WORKS
CHICAGO, U.S.A.



MacNeil's Liquid Wax

THE WAX THAT SELLS

Discriminating customers buy MacNeil's Liquid Wax. They recognize its superior qualities, and appreciate its advantages. Canadian-made product. It cleans and polishes, and is guaranteed to contain no acid or other injurious chemicals. Adopted by the Government Railways. Made in four grades.

MacNeil's Liquid Wax Co., Ltd.

78 Ontario St. Toronto

PIPE STRAPS

(Electro-Galvanized)

Assorted Sizes

¼ inch to 3 inch

Also

Metal Stamping for Manufacturers

WALTER H. WICKWARE

53 Booth St.

OTTAWA CANADA

PICKS

No. 5

Made of best high-grade, open-hearth steel, hammer forged and correctly tempered. Finished in black with polished points.

THE WARREN TOOL & FORGE COMPANY

234 Griswold St. Warren, Ohio, U.S.A.

PLUMBS **SAND'S** LEVELS

Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, 23 Richmond Bldg.

TORONTO, ONT.

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited

PETERBOROUGH, ONT.

OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg

Sankey & Mason, 839 Beatty Street, Vancouver.

H.R.S & Co.

Regd. Trade Mark

HARDWARE
HEAVY & SHELF

METALS
ALL DESCRIPTIONS

Henry Rogers, Sons & Co., Ltd.

Estab'd 114 Years

WOLVERHAMPTON, ENGLAND

Representatives: Harry F. Moulden & Son, Winnipeg, Man.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

NORCROSS
GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS

Sole Mfrs. BUSHNELL, ILL.

Think What It Means To Sell Valves With A 56 Years' Reputation

Fifty-six years ago the standard of valve value was definitely established by Jenkins Bros. Since then a host of inferior imitations have appeared on the market, but by strict adherence to the original high standard and by constantly striving to improve upon it Jenkins Bros. have still the undisputed lead in valves of merit—**guaranteed** for service by the Diamond Trade Mark cast on the body.

The more particular your valve customer may be the more confidently you may recommend the valve with the Diamond Trade Mark.

And the Diamond Trade-Marked Valve line is complete—a dependable valve for every purpose.

TRADE JENKINS MARK

Jenkins Bros.
LIMITED

TRADE JENKINS MARK

Head Office and Works: 103 St. Remi St. Montreal, can.
EUROPEAN BRANCH: 6 GREAT QUEEN ST. KINGSWAY. LONDON W.C.2. ENG.
Agencies in all the Principal Countries of the World

Jenkins Bros

"Equator" Toaster Stove
500 Watts. Cat. No. A.3
H.E.P.C. Approval 115

"EQUATOR"

"Rely on Me"

The Mark of Quality, designating a line of Electrical Appliances always *dependable*, encircles your selling efforts with a confidence that insures a profitable sale from customers seeking a serviceable appliance.

EQUATOR MFG. CO., HAMILTON CANADA

CRANE MALLEABLE FITTINGS

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST. PATRICK ST
MONTREAL

Branches: Toronto, Winnipeg, Vancouver
Sales Offices: Halifax, Quebec, Ottawa, Calgary

HARDWARE & METAL'S unique circulation as proven by the A.B.C. audit is due to 32 years of honest effort to give the retail trade the best possible service.

If interested tear out this page and place with letters to be answered.

Saves Slitting

Paper and Cloth

Saves Time and Material

Carbalox Convenient Rolls hold a leading place in cutting ability. This wonderfully hard mineral is extensively used for Polished Bearings and Boxes in Metals, Aluminum, Brass, Copper and Steel Work. It aids in reducing cost of production. The workman with a convenient roll at hand need waste neither time nor material in his efforts to produce the best results.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

UNION TRANSIT CO.

FREIGHT CONTRACTORS
STEAMSHIP AGENTS
INSURANCE BROKERS
WAREHOUSEKEEPERS AND
DISTRIBUTING AGENTS

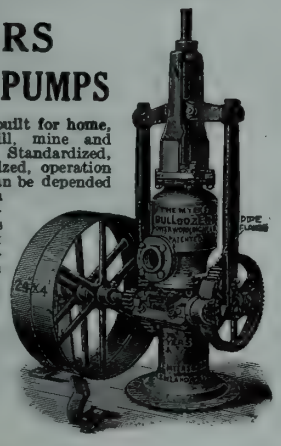
ALLOW US TO CO-OPERATE WITH YOU IN YOUR EFFORTS TO DEVELOP TRADE WITHIN THE EMPIRE.

We are TRANSPORT SPECIALISTS and our combination of facilities enables us to undertake the handling of all classes of Transport Business on the BEST POSSIBLE TERMS CONSISTENT WITH EFFICIENT SERVICE.

CHIEF OFFICE:
381 ARGYLE ST., GLASGOW.

Cables and Telegrams: TRANSIT, GLASGOW.
Codes: { Western Union, Scott's (10th Edition). Marconi, A.B.C. (4th & 5th Editions).

MYERS POWER PUMPS



Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

F.E. Myers & Bro.
ASHLAND OHIO

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co., Limited
LONDON, - ONTARIO

SALES AGENTS

Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

If interested tear out this page and place with letters to be answered.

WHY DO YOU ADVERTISE

When You Are Behind In Deliveries?

THIS seems to be a very natural question, and the answer involves the discussion of a vital policy of this business—a policy that is fundamental.

If we were building a business for to-day our policy would vary from day to day with the temporary changes with which every business has to contend.

But we are building for the time to come and we hope that this business will become many times greater than it is to-day. Without the proper foundation it would undergo violent changes dependent upon temporary national, local or even imaginary conditions.

If we should permit ourselves to become inflated with self-confidence when business conditions are favorable, restricting our selling and advertising activities, and go down in the dumps when conditions are not so favorable, this business would not amount to any more than the existing conditions would make of it.

We say right now, without reservations, that we hope, regardless of how aggressive and efficient our manufacturing department may be, that it will never be able to catch up with our selling organization.

If our efforts should be halted in the middle of the road in times of liberal buying to wait on the manufacturing department, there might come a time when the manufacturing department would have to suspend operations while waiting on the sales organization.

With such a policy we would be running around in a circle, disorganizing one day and reorganizing the next.

The greater the demand for our product, the quicker the turnover for merchants; and the more frequent the turnovers, the larger is the volume of profit.

In this business advertising is a sales policy—the same as our policy of maintaining a sales organization—and we might as well consider the elimination of one as the other. Neither will be eliminated, as this business needs both if we are building for the future.

We hope the idea will never creep into this organization that there will be any let-up in aggressive methods, which might suggest that when business is good there is no occasion for work and when business is poor it is too hard to get.

We constantly have in mind that the American people are much more concerned in their own affairs than in ours, and if we should restrict our selling and advertising activities they will begin to forget us—and this would be our fault.

We are going ahead with the idea of increasing the present momentum in favor of our goods; and if conditions should turn face about, our dealers and ourselves will be in a better position to hurdle obstacles than if we originated a policy for each condition as it arose.

If interested tear out this page and place with letters to be answered.

"I forgot"

Two words which take oil profits from you. Two remedies

EVERY day men drive up to your store for hardware. Often their oil is low. But while you sell them the hardware they never think about the oil—and a few miles further on, they buy it *somewhere else.*

Why not sell them the oil they need at the time and also sell them a 15-gallon drum for their own garage? This business might just as well be yours as the dealer's "somewhere else."

Here are two ways to make sure that your customers are constantly reminded of their oil needs.

Keep your stock of Gargoyle Mobiloils in plain sight. Most automobile, truck, tractor and motorcycle owners know that the red Gargoyle means Correct Lubricating oils.

Hang our Chart of Recommendations in a conspicuous place on your wall. This assures customers that you have the oil for every make of automobile, truck, tractor or motorcycle.

The results from these two sales-helps will surprise you. Many dealers have found a marked increase in profits by using them.

GARGOYLE

Mobiloils

A grade for each type of motor

Imperial Oil Limited

Marketers of Gargoyle Mobiloils in Canada

BRANCHES IN ALL CITIES

Chart of Recommendations for AUTOMOBILES

(Abbreviated Edition)

How to Read the Chart

The Correct Grades of Gargoyle Mobiloil for engine lubrication are specified in the Chart below.

A means Gargoyle Mobiloil "A"
B means Gargoyle Mobiloil "B"
E means Gargoyle Mobiloil "E"
Arc means Gargoyle Mobiloil Arctic

These recommendations cover all models of both passenger and commercial vehicles unless otherwise specified.

Where different grades of Gargoyle Mobiloils are recommended for summer and winter use, the winter recommendation should be followed during the entire period when freezing temperatures may be experienced.

This Chart is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and onstitutes a scientific grade to Correct Automobile Lubrication.

If your car is not listed in this partial chart, consult the Chart of Recommendations at your dealer's, or send for booklet, "Correct Lubrication," which lists the Correct Grades for all cars.

117 F1	1920		1919		1918		1917		1916	
NAMES OF AUTOMOBILES AND MOTOR TRUCKS	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter
Acason (2 ton)	A	Arc	A	A	A	Arc	A	Arc	A	Arc
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Allen	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Apperson (8 cylinder)	A	A	A	A	A	A	A	A	A	A
" All Other Models					A	A	Arc	Arc	Arc	Arc
Atterbury (Model 8-E)	A	A	A	A						
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Autocar (2 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Beck	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Biddle (4 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (8 cylinder)					A	A			A	A
Buick	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cadillac	A	A	A	A	A	A	A	A	A	A
Chalmers (6-48)									Arc	Arc
" (6-40)									A	Arc
" All Other Models	A	A	A	A	A	A	A	A	A	A
Chandler Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Chevrolet (8 cylinder)			A	A	A	A	A	A		
" (F. A.)			A	A	A	Arc				
" (F B and I ton)	A	Arc								
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cleveland	A	Arc								
Columbia (Detroit)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Cunningham	A	A	A	A	A	A	A	A	A	A
D-E (¾ and 2½ ton)	A	Arc	A	Arc	A	Arc	A	Arc		
" (5 ton)	A	A	A	A	A	A				
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Dodge Brothers	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Essex	A	Arc	A	Arc						
Federal (Model S-X)					A	A	A	A		
" (Special)					Arc	Arc				
" All Other Models	Arc	Arc	Arc	Arc	A	A	Arc	Arc	Arc	Arc
Ford	E	E	E	E	E	E	E	E	E	E
Franklin	A	A	A	A	A	A	A	A	A	A
Gramm-Bernstein (5 ton)	A	A	A	Arc	A	Arc	A	Arc		
" " All Other Models	Arc	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Grant (6 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Com'l) (Model 12)			A	Arc						
" (") All Other Models	Arc	Arc	Arc	Arc						
Haynes (6 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (12 cylinder)	A	A	A	A	A	A	A	A	A	A
Holmes	B	A								
Hudson Super Six	A	Arc	A	Arc	A	Arc	A	Arc	A	A
" All Other Models									Arc	Arc
Hupmobile	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Jordan	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Kelly Springfield	A	A	A	A	A	A	A	A	A	A
King (8 cylinder)	A	A	A	A	A	A	A	A	A	A
Kissel Kar (Model 48)									A	A
" (12 cylinder)					A	A	A			
" " All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Koehler (Model M)	A	A	A	A						
" All Other Models	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Liberty	A	A	Arc	Arc	Arc	Arc	Arc	Arc		
Locomobile	A	E	A	E	A	E	A	E	E	E
Madison (6 cylinder)			A	Arc	A	Arc	A	Arc	A	Arc
" (8 cylinder)							A	A	A	A
Marmon	A	A	A	A	A	A	A	A	A	A
Maxwell	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Mercer	A	A	A	A	A	A	A	A	A	A
M. H. M.	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Mitchell (6 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (8 cylinder)									A	A
Moline-Knight			B	A	A	A	A	A	A	A
Nash (Quad)	A	A	A	A	A	A				
" (Model 671)					A	A				
" All Other Models	A	Arc	A	Arc	A	Arc				
National (6 cylinder)	A	A	Arc	Arc	Arc	Arc	Arc	Arc	A	Arc
" (12 cylinder)			A	A	A	A	A	A	A	A
Nelson	A	A	A	A	A	A	A	A		
Oakland (8 cylinder)									A	A
" All Other Models	A	A	A	A	A	A	Arc	Arc	Arc	Arc
Oldsmobile (4 cylinder)	A	Arc	A	Arc					Arc	Arc
" (6 cylinder)	A	A	A	A	A	A	Arc	Arc		
" (8 cylinder)	A	A	A	A	A	A	A	A	A	A
Overland	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Packard	A	A	A	A	A	A	A	A	A	A
Paige (6 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Cont. Eng)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" All Other Models	A	A								
Paterson	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Peerless (8 cylinder)	A	A	A	A	A	A	A	A	A	A
" All Other Models					Arc	Arc	Arc	Arc	Arc	Arc
Pierce Arrow	A	A	A	A	A	A	A	A	A	A
" (Com'l) (5 ton)	A	A	A	A	Arc	Arc	Arc	Arc	Arc	Arc
" (") All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Premier	A	A	A	A	A	A	A	A	A	Arc
R. & V. Knight	B	A								
Reo	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
ReVere	A	A	A	A	A	Arc				
Riker	A	E	E	A	E	E	E			
Rock Falls	A	Arc	A	Arc						
Saxon			E	E	E	E	E	E	E	E
Sayers Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Sayers & Scoville (S & S)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Scripps-Booth (4 cylinder)					Arc	Arc	A	Arc	A	Arc
" (6 & 8 cylinder)	A	A	A	A	A	A	A	A	A	A
Selden (1¼ ton)							A	Arc		
" (5 ton)	A	A	Arc	Arc	Arc	Arc				
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Service (120-130-140-170-220)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" All Other Models	A	A	A	A	A	A	A	A	A	A
Stearns-Knight	B	A	B	A	B	A	A	A	B	A
Studebaker	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Stutz	A	A	A	A	A	A	A	A	A	A
Templar	A	A	A	A	A	A				
Velie (4 cylinder)	A	Arc								
" (6 cylinder)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" (Com'l) (1½ ton)			A	Arc	A	Arc				
" (") All Other Models	Arc	Arc	Arc	Arc	Arc	Arc				
Westcott	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
White (16 valve)			A	A	A	A	A	A		
" (3 ton)			A	A	Arc	Arc				
" All Other Models			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Willys-Knight	B	A	B	A	B	A	B	A	B	A
Willys Six	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Winton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc

If interested tear out this page and place with letters to be answered.

DEALERS:

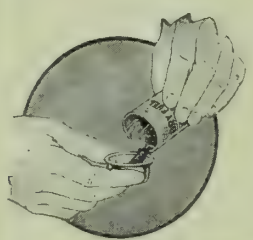
This year Motorists *must save* on their tires. Profit by this! Sell famous Adamson Vulcanizers—repair their own tubes and casings, permanently and *cheaply*.

Adamsons sell fast because everybody knows what they are: Easy to operate, Sure in their work, Use common gasoline, and cost least to buy and operate.

Write us for these Displays and other Adamson Dealer Helps—FREE

ADAMSON
VULCANIZERS

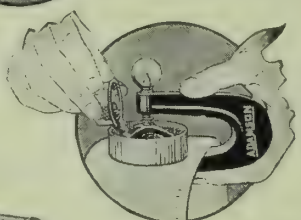
The Big Sellers for 1920-1921



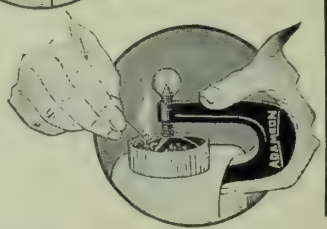
MODEL "E" 5-MINUTE VULCANIZER

It takes just five minutes—on the road or at home—to repair a tube puncture *permanently* with this light and handy Vulcanizer. Use Adamson Dry Fuel or common Gasoline.

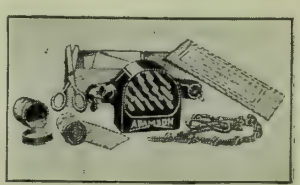
Empty a measure of Dry Fuel into the Model "E"—



—Touch a match and the Fuel burns with a hot glow—no flame. Gasoline can be used instead of Dry Fuel if desired.

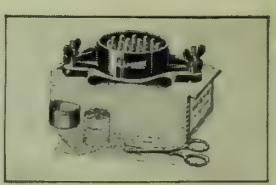


Complete outfit includes Vulcanizer, 12 Patches, can of Dry Fuel, Measuring Cup and Directions. Extra box of 12 Patches, 25¢; Extra can of Dry Fuel, 50¢. **$1.75**



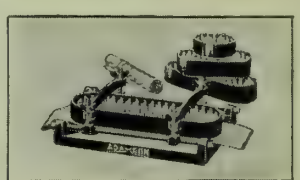
MODEL "U" **$4.00**

Complete outfit for repairing tubes and cases. Mends tread cuts; prevents water from getting into the fabric; keeps tires in condition; doubles the mileage.



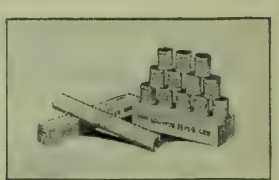
MODEL "T"

Complete outfit for repairing inner tubes only. **$3.00**



MODEL "S"

Complete outfit for private garages and repair shops. Mends tubes and casings. **$20.00**



ADAMSON REPAIR GUM

Essential for best results with any portable vulcanizer. Perfect adhesion without use of cement.

SOLD BY ALL JOBBERS

ADAMSON MANUFACTURING CO.

HAMILTON, CANADA

If interested tear out this page and place with letters to be answered.

IF YOU had the time to note the tire equipment on automobiles these days, you would believe, as we do, that

1920 IS A DUNLOP YEAR

¶ The ascendancy that shows on our sales record, naturally tallies with the "road" record.

¶ You may not know where rubber comes from, but after a purchase you'll soon know that it goes into *Dunlop Tires.*

¶ Try *"Traction"* or *"Ribbed."* The verdict on these two exceedingly popular tires is—

1. That the Quality Never Varies.
2. That the Mileage Keeps Adding Up.
3. That the General Serviceability is Matchless.

Stocked by Leading Garages and Tire Dealers

DUNLOP THE UNIVERSE OVER
THE WORLD'S GREATEST RUBBER ORGANIZATION

Dunlop Tire & Rubber Goods Co.,

Limited

Head Office and Factories:

TORONTO

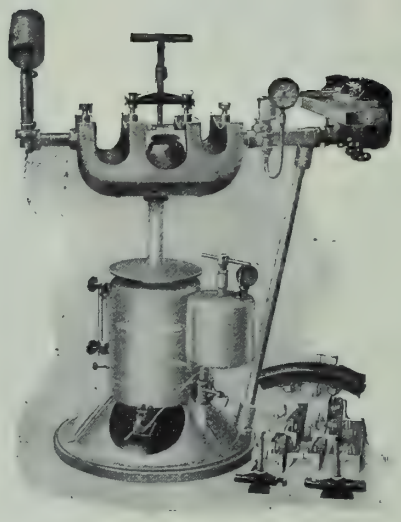
BRANCHES IN THE LEADING CITIES

DUNLOP TIRES

If interested tear out this page and place with letters to be answered.

Northern Electric

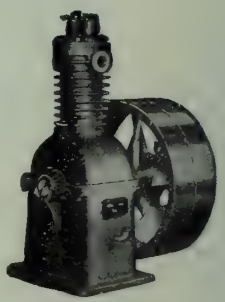
Profit-Producing Equipment for Every Garage



HAYWOOD MODEL L VULCANIZER

—handles each and every injury to which a pneumatic tire or tube is liable including tread cuts, sand boils, fabric breaks, rim cuts, loose beads and blow-outs and replaces small sections of worn tread.

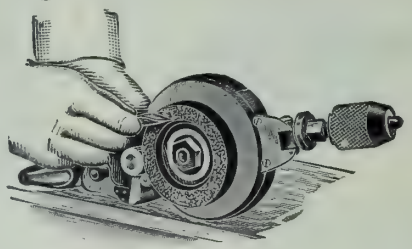
Its range is remarkable—FIVE TIRES AND FOUR INNER TUBES CAN BE CURED AT ONE TIME. The Model L will handle all the work two men can get ready for it—It will turn out $75.00 worth of work in a day when operated to capacity.



With the Model L are supplied all necessary bead plates and clamps and a set of working tools.

TEMCO GARAGE OUTFITS

—eliminate hand-work, thereby speeding up production. The outfit consists of the Temco Model B Portable Electric Drill with Emery Wheel and Valve Grinding Attachments and comes with cord and attachment plug, ready for use.



A single control switch right near the handle, starts, stops, and reverses the motor at any time.

CURTIS AIR COMPRESSORS

Pure Air for your customer means good service because oil ruins tires and, AIR FREE FROM OIL, means fewer blow-outs—fewer punctures—greater tire mileage—less repairs, saving the customer many dollars up-keep every month.

The CURTIS is the only compressor whose design and construction give a guarantee for pure air—AIR FREE FROM OIL.

Write our nearest House for prices and full details.

Northern Electric Company
LIMITED

Montreal Halifax Toronto London Winnipeg Calgary Vancouver
Quebec Ottawa Hamilton Windsor Regina Edmonton

If interested tear out this page and place with letters to be answered.

NORWESCO PRODUCTS

For Every Purpose

Skalex, the radiator cleaner
Carbonox, the carbon remover
Iron Cement
Valve Grinding Compound
Rim Graphite Coating
Color Varnishes
Rim and Gasket Shellac
Never-Burn, Engine enamel
Utility Black, retouching enamel
Neatsfoot Clutch and Brake Compound
Mohair Dressing and Lining Dye

Why It Pays To Stock Only *One* Brand

WHY should you stock four or five brands of radiator repairers when you can get **one** that is **guaranteed** to do all that any of the others will do?

Carrying several brands scatters your capital, reduces your profit and slows up your turnover. That's why thousands of the most successful dealers concentrate on

SE·MENT·OL
(LIQUID AND POWDER)

the original, self-acting radiator repairer. Because one can of SE-MENT-OL is enough for the largest cooling system, they have found it unnecessary to stock several sized different cans—thereby reducing investment and increasing their profits.

Because this efficient, one-sized brand (Liquid or Powder) retails at only 75 cents, millions of cans are being sold—making quick turnover **sure.**

You run no risk in selling your trade SE-MENT-OL—it has an iron-clad **guarantee** to repair cooling system leaks quickly and permanently. SE-MENT-OL Liquid, kept in the radiator, will keep the cooling system leak-proof for the life of the car.

The next time a customer asks for SE-MENT-OL or any other NORWESCO product, don't lose the sale by not having it in stock—see to it that you've got it.

Write to-day for dealer's proposition and discounts

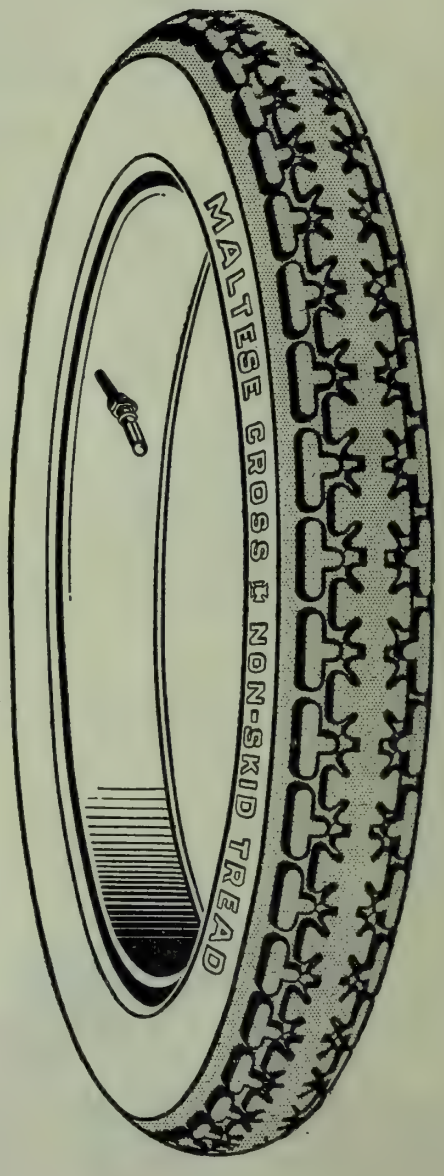
The Northwestern Chemical Co.
2109 State Street, Marietta, Ohio

CANADIAN FACTORY: MONTREAL

If interested tear out this page and place with letters to be answered.

The Tires It Pays to Handle

You know by experience that the article it really pays to handle is the one that gives the customer complete, lasting satisfaction. If you please him, you are assured of his future business, but better still, his word to his friends will help even more.



"GUTTA PERCHA" TIRES

You can recommend "Gutta Percha" Tires, and be confident they will delight your customers. Each day more owners are finding this their ideal tire—one that is built to serve. You can establish an excellent tire business by selling only "The Tires that Give Satisfaction."

Gutta Percha & Rubber, Limited

Head Offices and Factory: Toronto

Branches in all the Leading Cities of Canada

If interested tear out this page and place with letters to be answered.

The Quickest Selling Spark Plug

To-day Spark Plug users don't hesitate when buying plugs. They say "Champion" from habit.

They know that "Champion" on the insulator of a spark plug is their assurance of absolute dependability, efficient service, satisfaction and economy.

Champion AA-53

⅞ inch, 18 long. Price $1.00. For use in McLaughlin Cars, Tractors, Trucks and Stationary Engines.

Champion

Dependable Spark Plugs

have an unfailing dependability that has made them the most popular spark plug for every type of motor or engine.

Our Dominion-wide selling campaign has created a demand that makes them the quickest selling spark plug on the market.

There's bigger business waiting for you if you feature Champions, for they bring customers to your store for other dependable motor goods.

See that your stock of Champions is complete. There's a special plug for every type of motor. If you haven't a full stock on hand, order what you need from your jobber to-day.

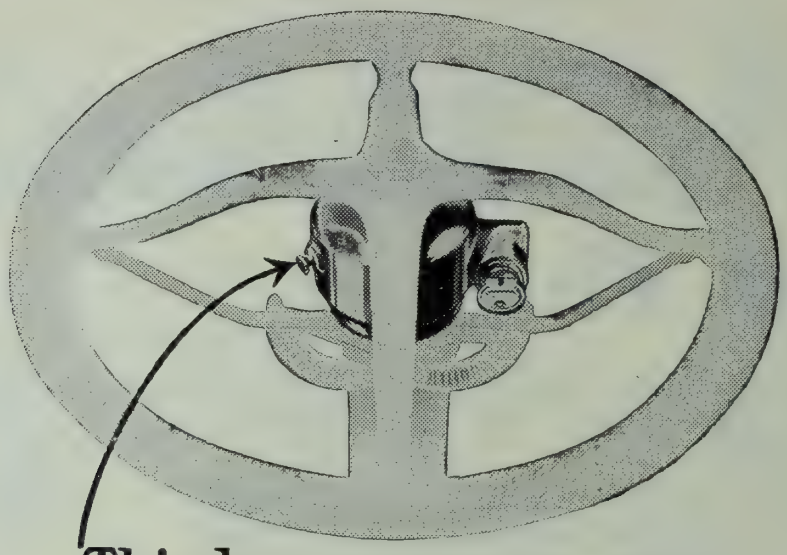
Champion Spark Plug Co. of Canada, Limited

Windsor, Ontario

Largest factory in Canada making Spark Plugs exclusively and the only factory making "Champions."

110

If interested tear out this page and place with letters to be answered.



This button protects you against your own carelessness

The Defender

Locks a Ford in 5 Seconds Without a Key

THE Defender thief-proof steering wheel lock for Fords has exclusive features of great value possessed by no other automobile lock.

It cannot be unlocked with hammer, saw, file or drill. It is made throughout of case-hardened steel, with an outer covering of polished aluminum. Further protection is offered by internally fitted, case-hardened steel position keying pins and double opposed twin lugs of case-hardened steel.

Pushing a little button locks the Defender instantly, without a key. Once locked, it can only be unlocked with the proper key. With a Defender, accidental locking while driving is impossible.

List Price $10.50

Canadian General Electric Company, Ltd.

Head Office TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested, tear out this page and keep with letters to be answered.

A Selling Point That Sells

Kopper King Spark Plugs are anti-fouling and rust-proof. This is a selling feature that really appeals to the car owner. A Kopper King Plug will not rust into the cylinder head.

This enables you to sell your customers a Spark Plug that ensures freedom from trouble.

The Kopper King is a Salesbuilder — once a car owner buys his first one, he will, in future, enthusiastically specify Kopper King Spark Plugs throughout.

Rust-proof

A heavy coating of copper protects the body of the plug. This prevents carbon deposits; carbon under electrical heat will not adhere to copper.

KOPPER KING

Kopper King Spark Plugs ensure you a better margin of profit than any competing plug. They meet every requirement. Once sold, they stay sold.

"Tested For Service"

Canadian General Electric Company, Ltd.

Head Office - TORONTO

Branch Offices: Montreal, Sherbrooke, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

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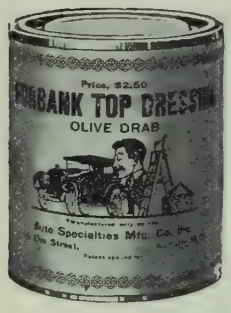
Four Profitmakers



Liquefied Para Rubber Basis

Burbank Top Dressing

Re-dyes light-colored tops, giving a new, fresh appearance. Rubberizes and waterproofs.

Re-Knu Lining Dye

Re-dyes and re-finishes the top lining—a fast color covers all stains and discolorations.

Mohair Top Dressing

will give the shabby, leaky, weather-beaten top that new appearance and durability. It re-dyes, weatherproofs and re-rubberizes the fabric, leaving it soft and pliable.

Drab Lining Dye

It re-dyes and re-finishes the inside top lining a fast light color, giving it that fresh and new appearance. Covers all stains and discolorations.

Dealers—If your jobbers cannot supply you, write to us direct for our liberal proposition

Auto Specialties Manufacturing Co.

Fort Erie, Canada

International Service

Automotive Accessories

Tools and Hardware — **Garage Equipment**
Bicycles and Tires — **Cycle Supplies**

Our Suggestion—Increase your profits by combined buying

Everything for Motor Cars and Trucks.

Quick complete shipments to Jobbers or Dealers.

Avoid expense and delay by combining orders to us for all your requirements.

To attempt purchasing these lines from different factories is an expense in time and money.

We feature duplicate parts for popular cars such as Ford and Chevrolet.

Depend on us for shop equipment of power and hand tools.

Established in 1896, the B-R Co. service is based on 24 years' experience.

Write for Prices, Terms and Catalog—Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

Branches:—New York, San Francisco, Detroit, Pittsburgh and Kansas City
Cable Address: "Beckley." Codes: A.B.C. 5th Edition and Western Union

If interested tear out this page and place with letters to be answered.

NEW RAJAH PRICES
SPARK PLUGS

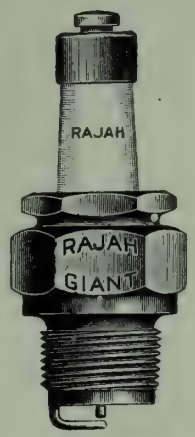
½" No. 2

Specially adapted for Ford, Overland, Studebaker. Can also be used in any motor made for ½" Standard plug.

Price, Plug $1.25
Price, Porcelain .75

RACE drivers use Rajah Plugs for a quicker pick-up, more power and higher speed. Special button top and quick detachable Rajah Terminal eliminates old style, inconvenient Thumb Screw. Simple construction, easily taken apart, cleaned and replaced. Parts interchangeable. Sturdy electrodes. Patented knife edge bushing adjusts itself to shoulder of porcelain, and permits heat expansion without injury to porcelain. Insulation highest grade, hardfire, heat-resisting porcelain.

For all pleasure cars, trucks, tractors, marine, stationary, motorcycle and airplane engines.



⅞-18 Giant

Also ½", ⅞-18 Long and ⅞-18 Extra Long—firing point 1¼".
A big, sturdy, heavy duty type of plug for pleasure cars, trucks, tractors, marine and stationary engines.

Exclusive equipment Advance-Rumely Tractors.

Price, Plug $1.50
Price, Porcelain ..... .85

The New WATERPROOF, SHOCKPROOF, BREAKPROOF, DUSTPROOF RAJAH PLUG

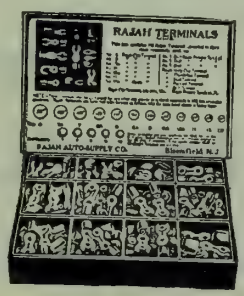
Furnished in all the standard thread sizes, with regular RAJAH Terminal fitting any cable.

RAJAH Ferrule Terminals, making a neater connection, will be furnished if a sample of cable is included with the order.

Used extensively during the War in Aviation.

Specially recommended for Unprotected Motors, Marine, Tractor, Stationary, Airplane, Motorcycle.

Price, Plug $1.75
Price, Porcelain ..... .75



Box Assortment Rajah Terminals

A very attractive silent salesman

Rajah Regular Clip Terminal
Fits any size cable

Rajah Thrust Clip Terminal

Rajah Hook Clip Terminal

Rajah Short Clip Terminal

Rajah Primary Terminal

THUMB NUT
With all Rajah plugs unless otherwise ordered. Also Ball and Stud Adapters.

The Rajah Thrust Clip, Hook Clip, Short Clip and Primary are furnished with ferrules to fit any size cables

TO JOBBERS: We will gladly furnish further information.

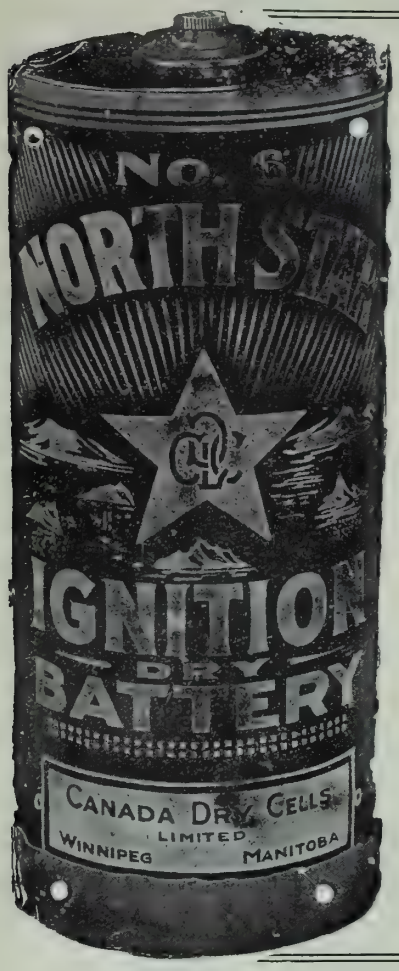
Electros in appropriate sizes for newspaper and catalog use supplied on request.

MANUFACTURED BY

RAJAH AUTO-SUPPLY COMPANY, BLOOMFIELD, N.J.

Tear this out and file for reference

If interested tear out this page and place with letters to be answered.



Meeting Competition Sales

of batteries is no problem to the dealer who sells

North Star Batteries

When you have the North Star line to offer you can look your customer square in the eye and say: "Here, sir, are batteries of proven dependability—every North Star battery is guaranteed if used under ordinary conditions to give a stronger spark and last longer than any other battery manufactured in Canada."

There Are Wonderful Sales Possibilities

for North Star batteries in your territory. In addition to their superior quality, which alone makes them the best battery to sell, the price is an important sales factor. You will find the prices on the North Star line such that there is a worth-while profit from their sale.

Ask your wholesaler or jobber, or write direct.

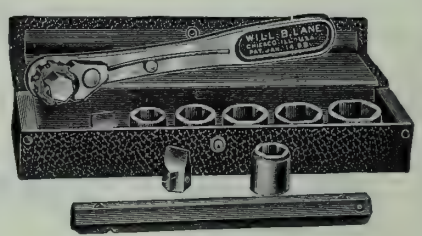
Canada Dry Cells Limited

WINNIPEG, MANITOBA

Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.



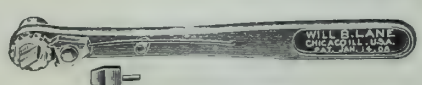
FORD SET

SUPER-UNIQUE SET

STANDARD SET

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

A line that meets many requirements and presents unusual selling opportunities for the dealer.



OFF-SET RATCHET SCREW DRIVER

Manufactured by

Will B. Lane Unique Tool Co.

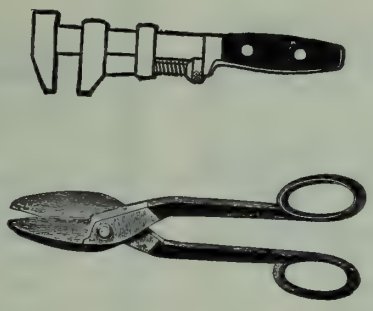
180 N. Dearborn St., Chicago, Illinois

If interested tear out this page and place with letters to be answered.

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

366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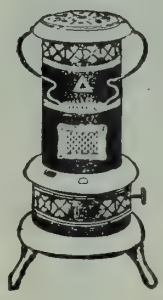
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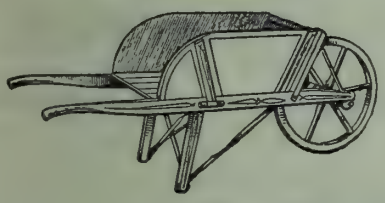
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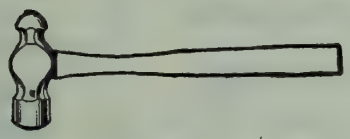
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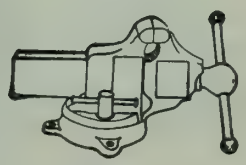

67

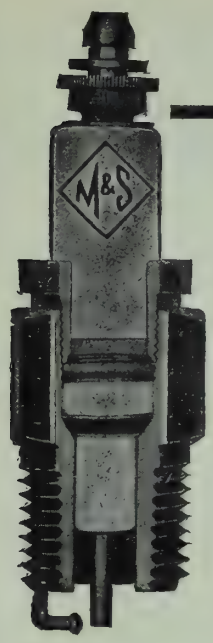
THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

If interested tear out this page and place with letters to be answered.



M&S

The Plug with the Hotter Spark

The ball point of the "M&S" plug creates a larger and hotter spark, causing more complete combustion. This hot spark will give your car new life and more power.

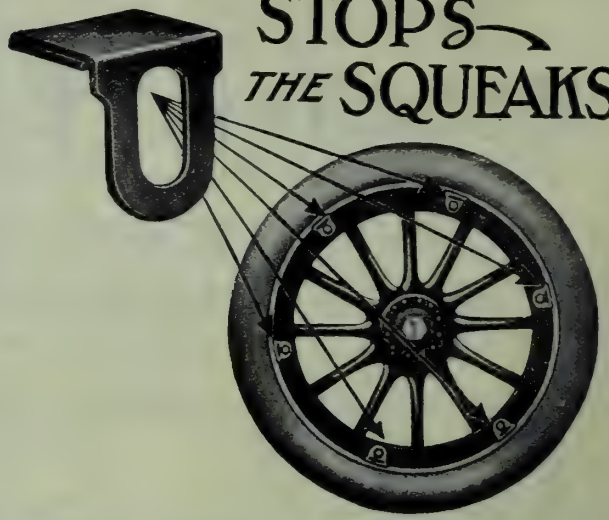
The three-in-one terminal is adapted to any style ignition wiring. The high-grade chemically glazed porcelains are interchangeable—one porcelain fits all plugs.

No.	Models
500	½" Standard
501	⅞" Standard
502	⅞" Long
505	⅞" Long with Chevrolet Terminal
506	½" Long
504	Regular Porcelain
505	Chevrolet Porcelain

Dealers—The "M&S" plug is standard equipment on the new Overland "4". Ask your jobber for them.

MACHINE & STAMPING CO., Ltd.,
1209 King St. West,
TORONTO

Commercial Dept.
Russell Motor Car Co., Ltd.,
26



STOPS THE SQUEAKS

Hold Tight Wedge Plates

OWNERS—Have your repair man put them on your car when you are having it overhauled.

DEALERS—Use them in your shop and save the owners the price of a new wedge.

JOBBERS—Place your orders NOW.

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Ren Automotive Supply Mfg. Co.
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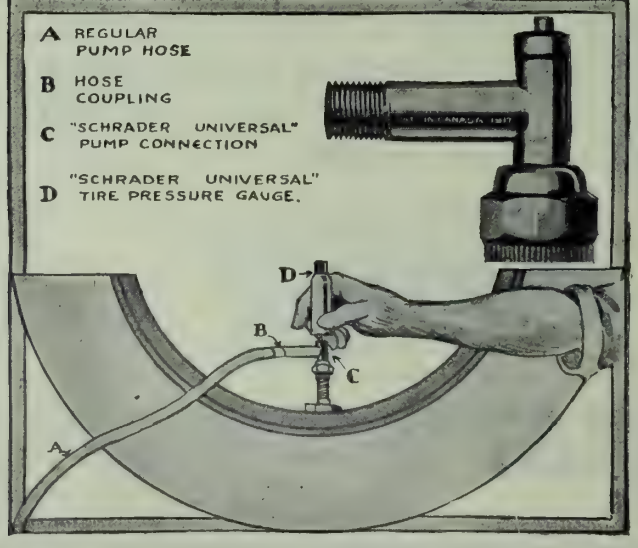
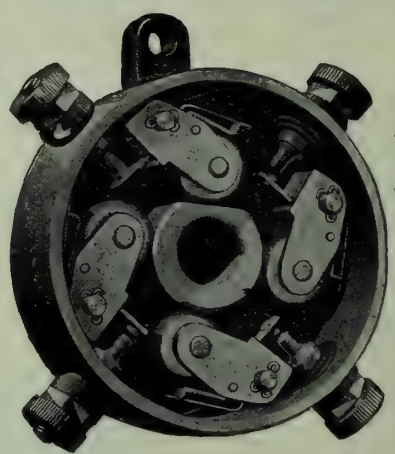
SCREW the Schrader Universal Pump Connection to the regular hose-coupling of either hand or power pump, and you can use the Pressure Gauge without removing hose from valve. This saves you a lot of time and trouble. You simply place your pressure gauge over deflating pin. This handy little device costs only 65 cents, but it adds greatly to your convenience.

SCHRADER UNIVERSAL PUMP CONNECTION

Made in Canada by
A. Schrader's Son, Inc.
334 East King Street, Toronto
London, Eng., New York, Chicago





It Means Hot Snappy Spark at the Right Instant!

Would you pour gasoline on the ground? That is just what you are doing when you try to operate your car with faulty ignition. Every misfire means that much fuel thrown away. With the Duplex every charge of gas drawn into the cylinder of the motor is ignited, at the right instant, by a hot, snappy spark, giving a maximum of power with a minimum amount of gasoline, insuring a smooth-running motor with added power.

Due to the positive contact and accurate firing period of the Duplex, your motor will accelerate instantly from low to high with a constant purr, as found in the highest priced motors, and be throttled down so as to barely turn and yet run smoothly.

Write for particulars

Franco-British Supply Co.
Winnipeg **Manitoba**

If interested tear out this page and place with letters to be answered.

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SKI, TOBOGGANS, SNOWSHOES and ACCESSORIES

Best Sellers Liberal Profits None Better Made

Order now for next season.

Write for catalog and Price List.

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No. 102-A—CHISEL POINT

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The easiest way to remove tires from split rims. Fits all types of cross cut demountable rims. Collapses, holds rim collapsed while changing and forces rim back on tire again.

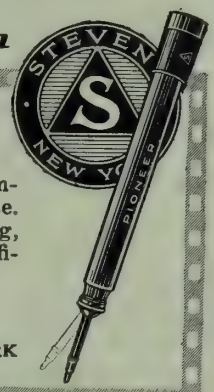
Price $6.00

Sold by

NORTHERN ELECTRIC CO., Ltd.

Montreal, Quebec, Toronto, Winnipeg, Calgary, Edmonton, Halifax, Ottawa, London, Regina

Pioneer Grease Gun



The Pioneer is the only gun with a patented swivel nozzle which turns in any direction as easily as your finger. Has combination tip for light oil and grease. Made of seamless steel tubing, brass finished. An unusually efficient gun.

Send for Catalog 35-MC.

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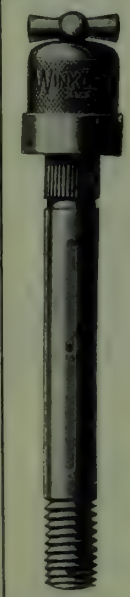
Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins



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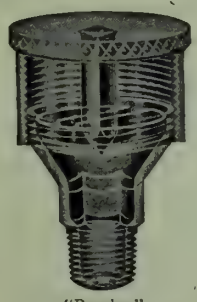

"Ratchet"

"D"

"M"

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Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED—FIRST-CLASS HARDWARE CLERK, man capable of taking charge of hardware business. Reply to Box 650, Thorold.

WANTED—EXPERIENCED MAN TO TAKE charge of the glass department of a large hardware house in the Maritime Provinces. One competent in cutting and packing plate glass. Apply at once stating experience and salary expected. Sumner Co., Ltd., Moncton, N.B.

WANTED—TWO LIVE WIRE REPRESENTAtives—one for the Maritime Provinces and one for the Province of Quebec—for line of Aluminum Ware and Hardware Specialties. Apply with full particulars to the Louis McLain Company, Limited, Kitchener, Ont.

FOR SALE

GOOD HARDWARE BUSINESS IN GOOD, LIVE Western Ontario town, for sale. Box 820, Hardware and Metal.

FOR SALE—GOOD LIVE ONTARIO BUSINESS established 20 years, splendid location. Owner retiring on account of other interests. Present turnover about thirty-five thousand yearly and can be greatly increased. Box 119, Hardware and Metal, Toronto.

FOR SALE—NINE HUNDRED AND FIFTY pounds decorators' warranted pure white lead, $17.50 per cwt. F.o.b. Penetanguishene, Ont. D. W. Kennedy.

CLEARANCE LINE—GENUINE "SLOCOMBE" Drills are offered at a sacrifice. Sizes "C," "E," "F," and "G." Wholesalers and dealers will find it of interest to communicate their requirements to Box No. 140, Hardware and Metal.

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

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FOR SALE—HARDWARE STOCK AND STORE for sale. Town of 1300. Two railways. Good farming district and summer resort. About $9,000 stock. Best store in town. Retiring from business. Write Box 69, Hardware and Metal.

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GENERAL HARDWARE AND PAINT TRAveller, fifteen years' experience, desires to change present position. Box 448, Hardware and Metal.

TRAVELLER OPEN SEPT. 1

TRAVELLER WITH 15 YEARS' EXPERIENCE with leading Canadian firms, calling on hardware trade, is open for engagement Sept. 1. W. D. MacEdwards, Box 395, London, Ont.

WANTED

WANTED—TWO SILENT SALESMAN PLATE glass show cases, suitable for hardware, about 8 ft. long. Give price, size and description. Address F. W. Karn, Woodstock, Ont.

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EXPERIENCED HARDWARE MAN IS OPEN to consider an agency for a few good selling lines not now represented in Toronto. Box 190, Hardware and Metal.

MANUFACTURERS

Active, established Selling Organization, thoroughly covering Jobbers Port Arthur to Vancouver, Headquarters Winnipeg, desires additional staple lines on commission or outright basis. If you want live representation and increased business in this Territory write Box 44, "Hardware & Metal."

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STOVE REPAIRS, FIRE BRICK, IRON LINings, water fronts supplied for Garlands, Pen Esthers, Acmes, Supremes, Crown Hurons, Silver Kings, Grand Ideas, New Empress, Climax Souvenirs, Huron Red Hot Furnaces, and all kinds of stoves. For complete list and prices write Grundy Bros., Strathroy, Ont.

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Stand for Convenience and Service.

Excel in appearance, finish, durability The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

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Carpentersville, Ill., U.S.A.

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Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
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A sure good sale and splendid profit.

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Successor to R. E. Bloomer
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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

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Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

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All sizes of Clear Mica in stock for immediate shipment

Price List on Application

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Automobile, Trolley, Railway and Heavy Coil Springs.

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stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

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All Kinds of
Plain Duplicate Gray Iron Castings

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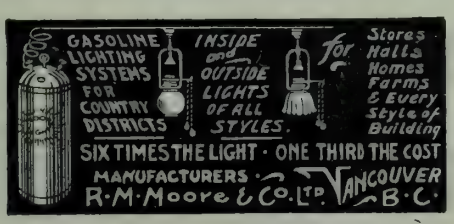
Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.



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NIAGARA FALLS, CANADA
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Quality Guaranteed Prices Right Let us Quote You

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12 SIZES

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INDEX TO ADVERTISERS

Acme Shear Co., The 103
Adamson Mfg. Co. 128
Acme Waste Mfg. Co. 121
Aero Mfg. Co. 110
Aluminum Goods Mfg. Co. 16
American Enamel Products Co. 103
Arnett, Thos. Lewis 86
Ashdown Hardware Co., J. H. 87
Atkins & Co., E. C. 110
Auto Specialties Mfg. Co. 136

Banwell-Hoxie Wire Fence Co. ... 121
Barnett Co., G. & H. 81
Barrett Co., The 91
Barton Netting Co. 103
Beach Foundry Co., Ltd., The .. 22
Beatty Bros., Ltd. 77
Beckley-Ralston Co. 136
Bemis & Call Hdwe. & Tool Co... 121
Berry Bros. 67
Bissell Carpet Sweeper Co. 20-21
Boeckh Co., Ltd., The 95
Brecken, Ltd., P. R. 86
Bowser Co., Ltd., S. F. 73
Brett Mfg. Co., Ltd. 86
British Smelting & Refining Co. .. 107
Brown & Sharpe Mfg. Co. 13
Butterfield & Co. 29

Calendar Mfg. Co., John 86
Cameron & Co. 120
Canada Dry Cells, Ltd. 138
Canadian Die Casting Co. 143
Can. Fairbanks-Morse Co. 25
Can. Foundries & Forgings, Ltd... 101
Canada Metal Co. 73
Canada Steel Goods Co., Ltd. 3
Canada Wire & Iron Goods Co. ... 121
Can. Lamp & Stamping Co. 141
Canadian General Electric Co... 134-135
Canadian Winkley Co., Ltd. 141
Canadian John Wood Mfg. Co. 121
Cane & Sons, William 105
Cannon Oiler Co. (successors to R. E. Bloomer) 142
Carborundum Co. 14
Carswell, Morris & Co. 121
Carter White Lead Co., Ltd. 103
Caverhill, Learmont & Co. 4
Chamberlain Desolvo Co. 121
Champion Spark Plug Co. 133
Channel Chemical Co...Inside front cover
Chicago Spring Butt Co. 105
Clayton & Lambert 121
Climax Baler Co. 143
Coghlin, Ltd., B. J. 141
Collette Mfg. Co. 105
Crane Limited 124
Crescent Co., The 116

Dayton Scale Co. ..... Back cover
Davidson Mfg. Co., The Thos. 111
Diamond Saw & Stamping Works.. 143
Dingley Bros. (Export) Ltd. 105
Dominion Belting Co. 122
Disston & Sons, Ltd., Henry 108
Dominion Metal Co. 143
Dominion Steel Metal Corp. ..... Front cover, 79
Doon Twines, Ltd. 143
Dorken Bros., Ltd. 106
Dowswell, Lees & Co. 28
Dunlop Tire & Rubber Co. 129

Eddy Co., E. B. 15
Equator Mfg. Co. 124
Ellis & Sons, Fred 112

Franco-British Supply Co. 140

Gendron Mfg. Co. 116
Geneva Cutlery Co. 17
Gipe-Hazard Co., Ltd. 122
Glidden Co., The 69
Graham Nail Works, The 99
Great Western Smelting & Refining Co. 122
Goodall Pratt Co. 31
Greening Wire Co., Ltd., B. 33
Greb Co., The 143
Greenfield Tap & Die Corp. 23
Guelph Spring & Axle Co. 143
Gurney Foundry Co. 36
Gutta Percha & Rubber Co. 132

Hall, Limited, Adam 32
Hamilton Gas Mantle Co. 123
Hamilton Cotton Co. 114
Hamilton Stamp & Stencil Works.. 143
Hamilton Stove & Heater Co. 6
Hobbs Mfg. Co., Ltd. 81
Hoyt Metal Co. 114
Hurtubise Ltd. 116
Hutton & Co., James 122

Imperial Oil, Ltd. 127
Ingersoll File Co., Ltd. 32
International Business Machines Co. ..... Back cover

Jardine & Co., A. B. 116
Jenkins Brothers, Ltd. 121
Jennings Mfg. Co., Russell 143
Jones & Shipman, Ltd. 108

Katie Foundry, The 106
K. P. Products Co. 141

Kent, Garvin & Co. 122
Kinread, R. R. 86
Kinzinger, Bruce & Co. 143
Korn Razor Co., Geo. W. 106

Laidlaw Bale Tie Co. 109
Lamplough & Co., F. W. 109
Landers, Frary & Clark 2
Lane, Will B., Unique Tool Co.... 138
London Rolling Mill Co. 125
Ludgate, Ryder & Thomas Co..... 109
Lufkin Rule Co. of Can., Ltd..... 144

MacNeils Liquid Wax Co. 122
Mab Company, The 109
Machine & Stamping Co. 140
Martin & Co., The L. 117
Maxwells Ltd. 99
Manning, Hinton & Brissenden 143
Magnet Metal & Foundry Co. 86
McArthur Irwin, Ltd. 50-51
McArthur & Co., Alex. 99
McClary Mfg. Co. 26-27
McDougall & Co., R. 99
Meakins & Sons 93
Mica Co. of Canada 143
Millers Falls Co. 18-19
Ministry of Munitions 97
Montreal Rolling Mill Co. 118
Moore & Co., Ltd., Benjamin 63
Moore & Co., Ltd., R. M. 143
Morrison Brass Mfg. Co., Jas. 119
Myers & Bros., F. E. 125

Nagle Mfg. Co., H. 30
National Cash Register Co. 12
National Stamping & Elec. Works. 122
Niagara Falls Metal Stamp'g Works 30
Nicholson File Co. 111
Northern Bolt, Screw & Wire Co., Ltd. 30
Norcross & Sons, C. S. 123
Northern Electric Co. 130-143
Northland Ski Co. 141
Northwestern Chemical Co. 131
Nova Scotia Steel & Coal Co..... 125

Oakey & Sons, Ltd., John 123
O-Rib-O Mfg. Co. 89
Ottawa Paint Works, Ltd. ..... Inside back cover
Owen Sound Wire Fence Co., Ltd. 143
Owl Metal Co., Ltd. 86
Parmenter, Bulloch & Co. 30
Penberthy Injector Co. 95
Pink Co., Thos. 118

Plymouth Cordage Co. 11
Prairie City Oil Co., Ltd. 89
Pratt & Lambert 76
Progressive Mfg. Co. 120

Rajah Auto Supply Co. 137
Ramsay & Son Co., A. 71
Reed & Co., Geo. W. 117
Ren Automotive Supply Co. 140
Rice Lewis & Son, Ltd. 1
Rideau Specialty Co. 143
Rogers & Son, Henry 123

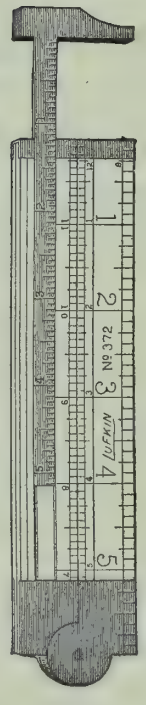
Sand Sons, J. 123
Saskatchewan Glass & Supply Co... 89
Schultz Mfg. Co., Ltd. 115
Schrader & Son, A. 140
Sheet Metal Products Co. of Can. 11
Shurly Co., T. F. 119
Shurly, Dietrich Co. 118
Simms & Co., T. S. 67
Slater & Barnard, Ltd. 10
Star Mfg. Co. 142
Stanley Rule & Level Co. 34
Stanley Works, The 77
Starrett Co., L. S. 8
Steel Company of Canada 9
Stephens Co., G. F. 83
Stevens Company 141
Still Mfg. Co., J. H. 117

Taylor-Forbes Co., Ltd. 112
Toronto Plate Glass Import. Co.... 81
Tower Canadian Co. 117
Trees & Co., Samuel 113
Trimont Mfg. Co. 118
Turner & Sons, J. J. 123

Union Iron & Metal Co. 120
Union Transit Co. 126
United States Sand Paper Co. ... 125

Vol-Peek Mfg. Co. 30

Want Ad. Page 142
Ward & Smith 114
Warren Tool & Forge Co. 123
Wheeler & Bain 118
Whittall Can. Co., Ltd., A. R... 120
Wickware, W. H. 123
Wilckes-Martin-Wilckes 143
Wilkinson & Kompass 123
Wilt Twist Drill Co. of Can., Ltd. 7
Wood Mfg. Co. 120
Woods & Co., Walter 119
Wood, Vallance, Ltd. 86
Wrought Washer Mfg. Co. 119



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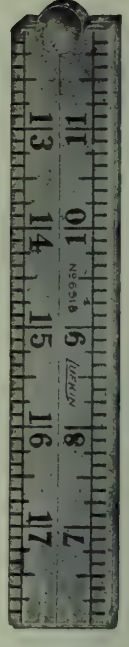

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On Outside Fall Painting

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Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

Overweight loses money—
Underweight loses customers

The Dayton Computing Hardware Scale

Prevents Leaks and Pleases Trade

Measure the time saved, the profits saved and the satisfaction of your customers against the price of The Dayton Computing Hardware Scale and you will not think in terms of cost. Rather you'll think in terms of saving. You'll want to know—"What's the earliest date I can get one?" You'll realize that every day you put off buying costs you money.

Then write us to-day, and complete information about Dayton Computing Hardware Scales—including prices and terms—will be mailed to you right away.

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Hardware and Metal

Vol. XXXII. No. 37 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA SEPTEMBER 11, 1920

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It's so easy to sell Martin-Senour 100% Pure Paint and Varnishes! Because the Quality is there—**guaranteed** quality— and behind it a carefully-thought out system of sales-making publicity that keeps the M. S. demand always at full tide.

We invite you to investigate the M. S. Agency proposition and to analyze the big possibilities of our dealer co-operation plans.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

"Save the surface and you save all" Paint & Varnish

Do You Give Back 85c or 10c Change Out of Your Customer's $1 ?

Ask for the Attractive Aladdin Revolving Display Stand. Free with one gross of Aladdin Dye Soap.

Dealers who overlook this sales feature of Aladdin Dye Soap, are throwing away good money that could very easily be made to rest in their own Cash Register.

When a customer asks for a cake of Aladdin Dye Soap, it may mean one 15c sale; and you might hand back 85c change from their dollar. But right here is an easy opportunity to expand the 15c sale into a 90c one. Suggest to the customer that she make a selection of colors and keep five or six cakes of Aladdin Dye Soap always on hand.

Explain the convenience of having Aladdin handy to quickly wash a new color into a faded fabric. To make stockings match a gown, or shoes match stockings. Draperies, as well, are made bright and attractive with Aladdin Dye Soap.

It is so simple and so satisfactory to use, no one need hesitate to wash an Aladdin color into the finest garment. There is a rich field here for the dealer-salesman who will make use of suggestions to double his sales.

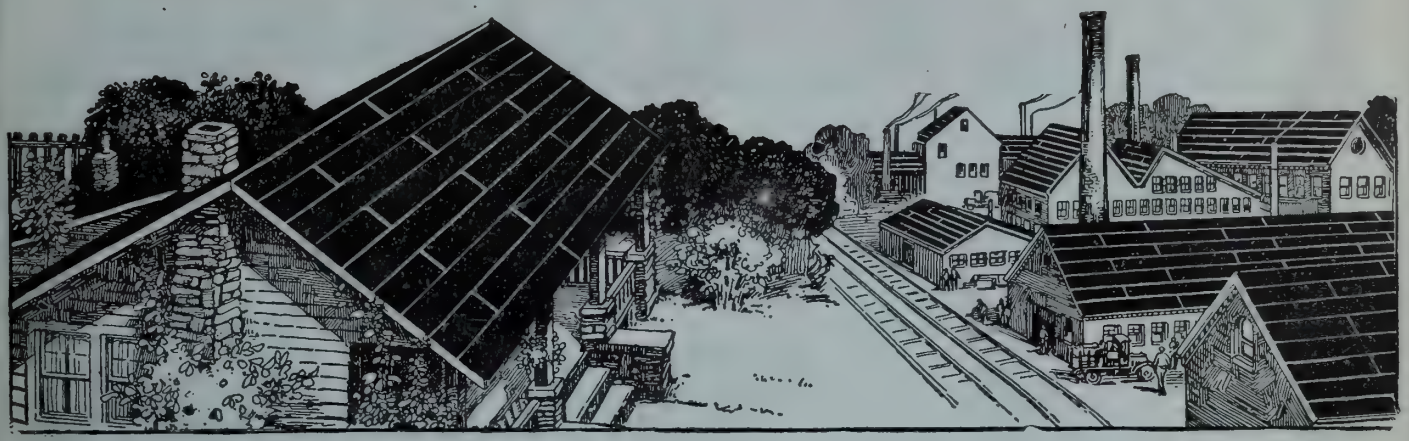
Order a gross of Aladdin Dye Soap and ask for the handsome Revolving Display Stand free. It makes sales itself, displays them in an attractive way and connects your store with the extensive advertising now appearing in daily newspapers in Canada.

Channell Chemical Company, Limited

TORONTO

Makers of O-Cedar Products *Distributors of Aladdin Dye Soaps*

HARDWARE AND METAL, September 11, 1920. Volume XXXII., No. 37. Published every Saturday at Toronto. Yearly subscription price, $4.00 Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



SAMSON
ROOFING

The name SAMSON is a trustworthy guide-mark to roofing of real worth and genuine economy.

In rolls of 108 square feet, complete with nails and cement.

1-ply 2-ply 3-ply

FULLY GUARANTEED

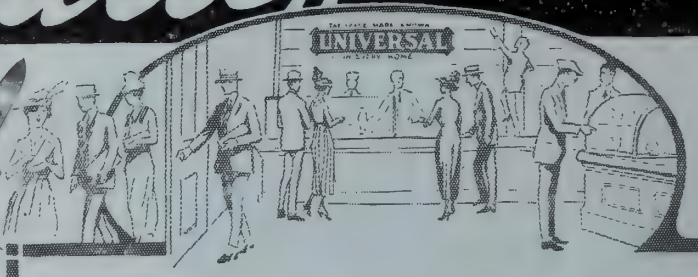
H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

If interested tear out this page and place with letters to be answered.

All Satisfied



UNIVERSAL CUTLERY

Well Made — Well Known
Easy to Sell — Best to Own

A manufacturer may know that his goods are the best ever, but unless he comes out in the open and says so with force and frequency, nobody else will know it. Letting people know that quality is in the goods is just as important as putting it there.

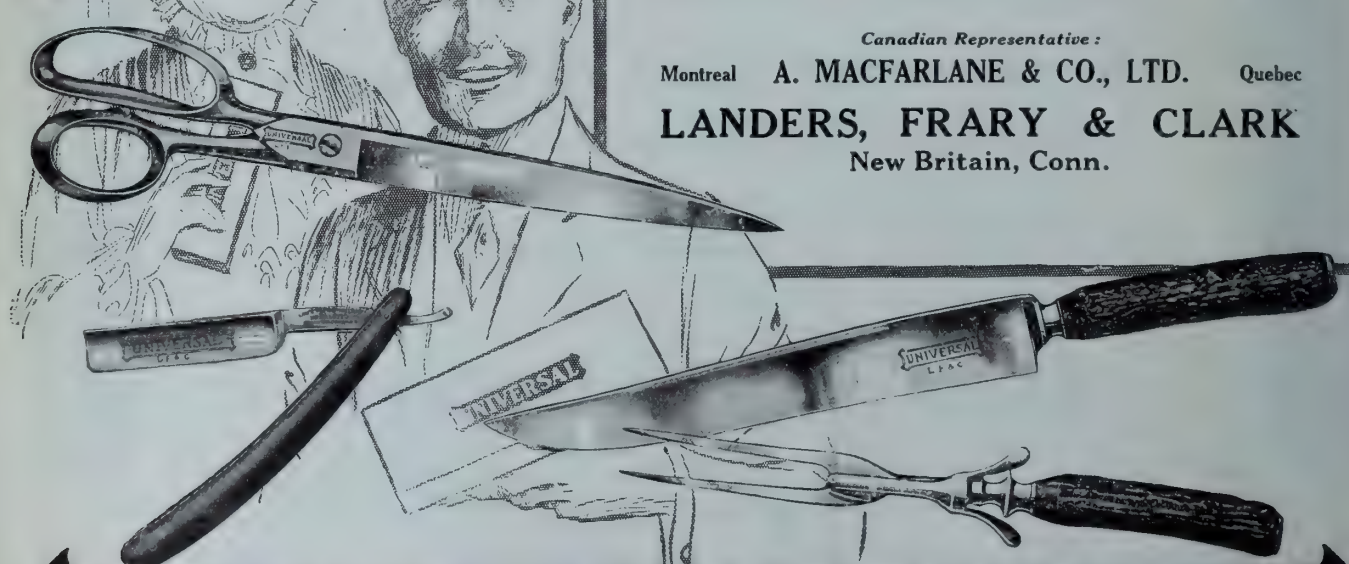
There is quality in the "Universal" line—there is confidence in the "Universal" name—the name is firmly fixed in the public mind.

That word works as a silent salesman for every merchant who carries the line. It advertises the dealer's good faith, imbues his clerks with enthusiasm, helps lead the halting customers across the finish line accompanied by a joyous jingle in the cash register.

Canadian Representative:

Montreal **A. MACFARLANE & CO., LTD.** Quebec

LANDERS, FRARY & CLARK
New Britain, Conn.



UNIVERSAL CUTLERY

If interested tear out this page and place with letters to be answered.

UNIVERSAL

Garage Door Sets

Handsome, useful sets that add to the appearance of any garage and give service in use that delights customers and assures you their continued trade. Customers that have enjoyed the benefits of the Universal Set are sure to return to your store for other lines. Canada Steel Goods are always builders of trade.

Packing

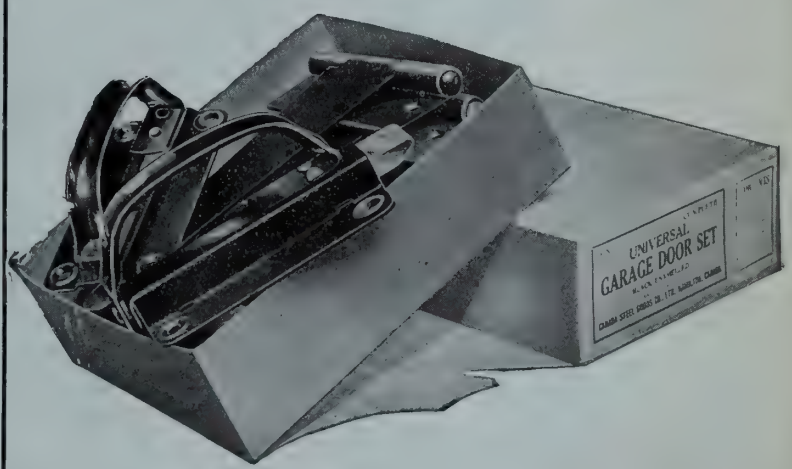
That Reduces Selling Cost

by saving selling time in the handling—no hunting and unwrapping. C. S. G. Co. products "are there"—complete even to the screws.

3—Pair 8-inch Extra Heavy Tee Hinges.
1—No. 1056 x 6 inch Wrought Steel Chain Bolt.
1—No. 1056 x 6-inch Wrought Steel Foot Bolt.
1—No. 1240 Wrought Steel Door Latch.

This handsome, easily sold set weighs 10 lbs., and is packed 6 sets to a case.

Ask for prices.



Canada Steel Goods Co., Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.

Healthy Sales

—Not only in volume; but because with each sale you sell Health!

Intensely human in its appeal, our Fall Vacuum Cleaner advertising emphasizes the necessity of the Vacuum Cleaner in the modern home as the safeguard from germ-laden dust and dirt.

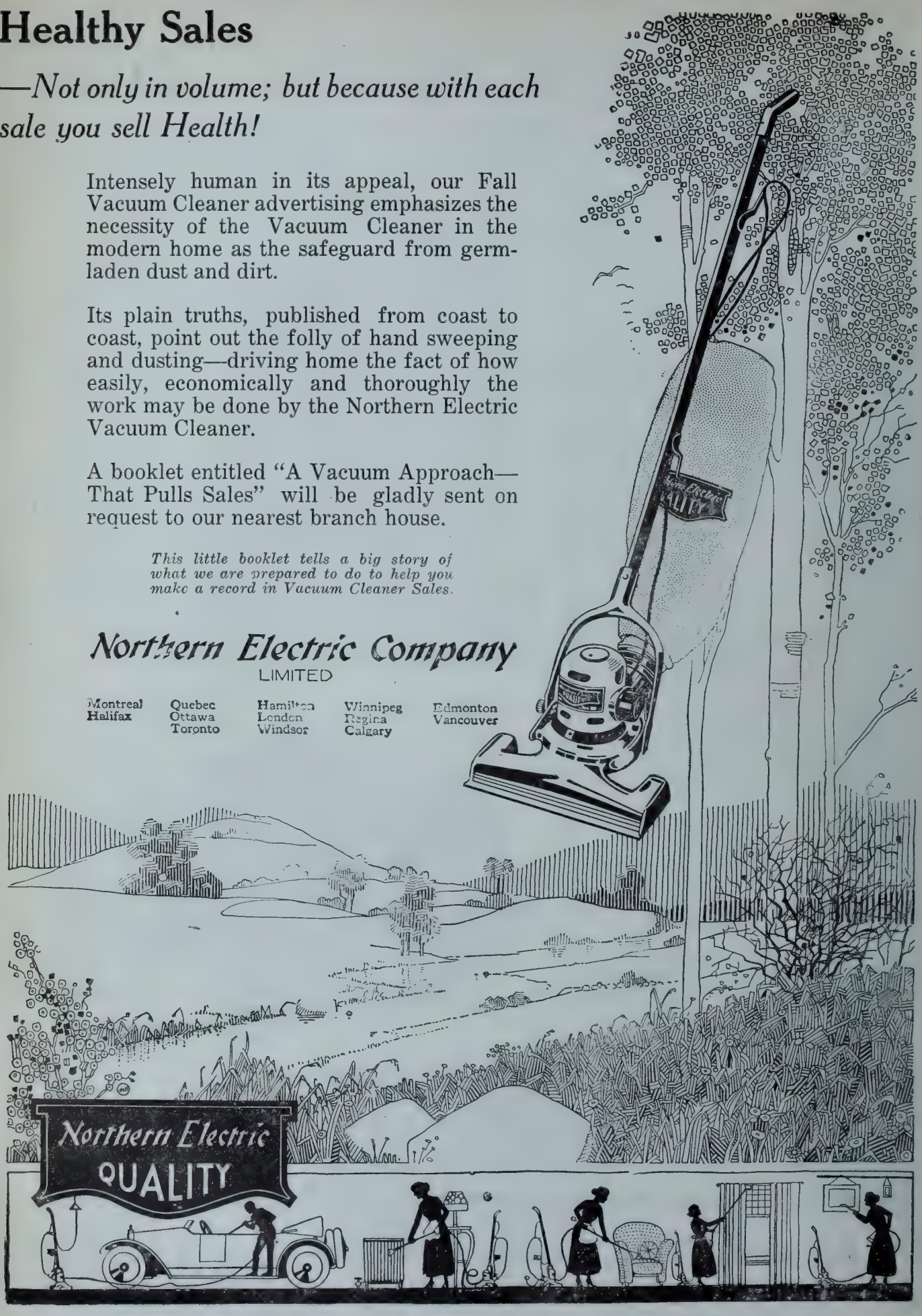
Its plain truths, published from coast to coast, point out the folly of hand sweeping and dusting—driving home the fact of how easily, economically and thoroughly the work may be done by the Northern Electric Vacuum Cleaner.

A booklet entitled "A Vacuum Approach—That Pulls Sales" will be gladly sent on request to our nearest branch house.

This little booklet tells a big story of what we are prepared to do to help you make a record in Vacuum Cleaner Sales.

Northern Electric Company
LIMITED

Montreal	Quebec	Hamilton	Winnipeg	Edmonton
Halifax	Ottawa	London	Regina	Vancouver
	Toronto	Windsor	Calgary	



If interested tear out this page and place with letters to be answered.

THE FRICTION WRENCH WITH THE INSTANT · GRIP

to be found only in an

ALLEN

It has no teeth, *no springs, no lost motion; not a ratchet wrench; mechanically correct and reversible.*

The moment you place the ALLEN-FRICTION wrench over a nut or a bolt it grips INSTANTLY, and is in the correct position to tighten or loosen. The fact that this wrench operates with an INSTANT GRIP instead of a tooth and pawl like a ratchet wrench, makes it possible to operate the handle in the smallest and most inaccessible working space.

The ALLEN-FRICTION wrench eliminates all these undesirable features and thus increases its efficiency, taking care of adjustments to be made in places where an ordinary wrench could not be operated.

You will find an ever-increasing demand for these tools only due to their efficiency in many varied uses and their durability under the most severe tests.

Illustration at the left shows our No. 31 Set which consists of: One Friction Wrench Handle, Spark Plug Socket, Short Extension, Long Extension, Screw Driver, Universal Joint, and Thirty Pressed Steel Sockets of the following sizes: 5/16-Inch Hexagon, then in 32nds to and including 1 1/32-Inch, also 1 3/32, 1 5/32, 1 9/32-Inches Hexagon and 17/32, 21/32 Inches Square.

Each set packed in a nicely varnished, hardwood box, with spaces for each character.

Illustration at right shows our No. 9 Set which consists of: One Friction Wrench Handle, Spark Plug Socket, Short Extension, Long Extension, and Eight Pressed Steel Sockets of the following sizes: 13/32, 17/32, 19/32, 11/16, 23/32, 25/32, 31/32 and 1 5/32 Inches Hexagon.

Each Set Packed in a nicely varnished hardwood box, with spaces for each character.

Write for Catalog

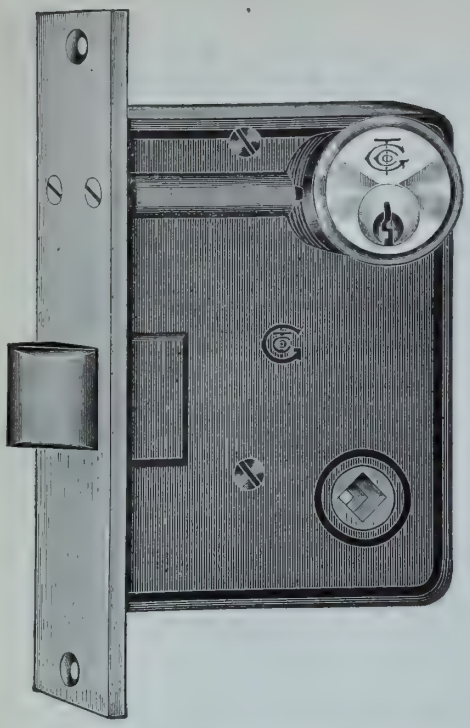
WIEBUSCH & HILGER, LTD.

106-110 LAFAYETTE ST. NEW YORK, N.Y.

Canadian Selling Agent:

JAS. GERARD KERR 411 ST. NICHOLAS, BLDG., MONTREAL

If interested tear out this page and place with letters to be answered.



CYLINDER LATCH LOCK

Has Many Distinctive Features and Is a Quick Seller with Good Profits

The illustrations show the suitability of this lock for Office, Class-Room or Vestibule Doors.

FEATURES :

1. Heavy cast brass on bronze front, bolt and strike.
2. When not locked, is operated by knob from either side.
3. When locked, outside knob stationary, inside knob operates latch bolt at all times.
4. Can be furnished to order in sets of any number.
5. Master keyed and grand master keyed as required.
6. Made in Canada by Canadian workmen.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives :

Mr. F. C. MOORE, 143 Higgins Ave., Winnipeg Mr. W. G. CHESTER, Hamilton St., Vancouver.

If interested tear out this page and place with letters to be answered.

"Where there's a WILT—there's the Way"

WILT

HIGH SPEED AND CARBON TWIST DRILLS REAMERS AND MILLING CUTTERS

What Do You Say

—when a **Drill Customer** enters your store? Talking about the weather will never sell him. A mechanic must have facts. He knows the need of a good drill in his work.

WILT Twist Drill Facts are concrete. They have a ring of truth and selling value to them. They answer the questions of the expert mechanic. They sell the goods, make sales and win prestige for the dealer.

The years of satisfactory service that **WILT DRILLS** have been giving the trade have earned for them the title of "Quality Products."

The same reputation is back of **WILT Reamers and Milling Cutters.** You will find them as easy and profitable to sell. Armed with **WILT Facts** and a stock to back you up, you will be in a position to capture more worth-while business. May we help you to do it? Write us now for full particulars on the selling value of **WILT Products.**

Ask your dealer or write him direct for our Catalogue "C."

WILT TWIST DRILL COMPANY

OF CANADA, LIMITED WALKERVILLE, ONTARIO

Trade WILT Mark

If interested tear out this page and place with letters to be answered.

WHAT THE UNITED STA THINKS OF "LION

22 FURNESS WITHY BUILDING PHONE SACKVILLE 549

DIVISION OF OPERATIONS

UNITED STATES SHIPPING BOARD EMERGENCY FLEET CORPORATION

HALIFAX, N. S.

OFFICE OF THE AGENT WHEN ANSWERING REFER TO FILE.....

April 26th., 1920.

FROM: C. S. Nye, District Agent,
United States Shipping Board,
Halifax, N. S.

TO: R. L. Graham, Esq., Manager,
Consumers Cordage Co., Ltd.,
Dartmouth, N. S.

SUBJECT: - Towing hawser supplied S.S.'Lake Ellithorpe'

Dear Sir:

Complying with your request relative to the test given the 15" towing hawser you supplied us for the purpose of towing our S.S.'Lake Ellithorpe' from Halifax to Portland, it is with much pleasure that I submit to you the following facts.

The S.S.'Lake Ellithorpe' while en route from Fowey, England to Portland, Maine with a cargo of twenty-eight hundred tons of China clay, became totally disabled by the loss of her propellor, on March 7th., during a heavy galethirty miles south-west of Sable Island and after a very hard struggle, during which time she very nearly stranded on the bars of Sable Island, she was successfully picked up by and towed to Halifax by the Furness Liner 'Maplemore' arriving in Halifax, Friday, March 12th.

On the arrival of the 'Lake Ellithorpe' at Halifax, it was found that in order to install a new propellor, it would be necessary to discharge her cargo in order to place her in drydock, as the construction of the ship and the nature of her cargo would not permit her being safely tipped to install the new wheel and it was therefore decided, in order to save time and enormous expense in discharging and reloading the cargo, to tow the 'Lake Ellithorpe' to her destination, Portland, Maine.

The S. S.'Eastside' owned by the United States Shipping Board, arrived in Halifax on March 16th, and instructions promptly given the Eastside to tow the 'Lake Ellithorpe' to Portland.

If interested tear out this page and place with letters to be answered.

TES SHIPPING BOARD BRAND" ROPE

£2 FURNESS WITHY BUILDING 'PHONE SACKVILLE 549

DIVISION OF OPERATIONS
UNITED STATES SHIPPING BOARD EMERGENCY FLEET CORPORATION
HALIFAX, N. S.

OFFICE OF THE AGENT WHEN ANSWERING REFER TO FILE.....

April 26th., 1920.

R. L. Graham, Esq., Manager,

Subject: Towing Hawser.

2 -

As neither the 'Eastside' or the 'Lake Ellithorpe' had the proper towing equipment, it was decided by the Masters of both these ships that in order to insure the safety of both ships in undertaking the tow, that a 15" hawser should be supplied and it was therefore ordered from your Company and as I understand turned out and delivered in record time aboard S.S.'Lake Ellithorpe' approximately twenty-nine hours from the time the order was given.

The instructions for the 'Eastside' to tow the 'Lake Ellithorpe' to Portland were revoked however, and the 'Eastside' proceeded on her voyage to New York, but on the arrival of the Shipping Board S.S. 'Western' Comet'at this port on March 28th., instructions were given to the 'Western Comet' to tow the 'Lake Ellithorpe' to Portland.

The 'Western Comet' after completing necessary minor repairs at this Port, left Halifax with the 'Lake Ellithorpe'in tow at 3.30 P.M. Wednesday, March 31st., the weather conditions being ideal at that time and the tow arrived at Portland Lightship, at the entrance of Portland Harbour at 6 P. M. Friday April 2nd., which I believe is very near record run for a tow of this kind, having completed the voyage from Halifax to Portland in approximately fifty hours.

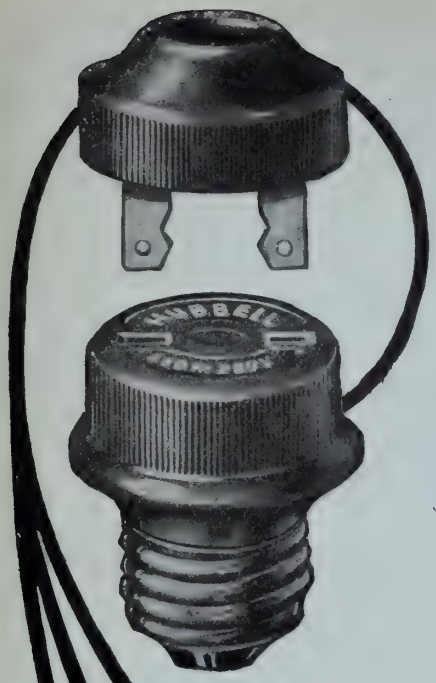
There can be no doubt as to the excellent quality of the material used in manufacturing this hawser and it was pronounced by both the Masters of the 'Western Comet' and 'Lake Ellithorpe' as being one of the finest pieces of rope they had ever seen and I sincerely trust it will prove of much valuable service for towing purposes in the future.

Very truly yours,

C. S. Nye,
DISTRICT AGENT.

CSN/S.

If interested tear out this page and place with letters to be answered.



Hubbell Attachment Plug No. 5467

for heavy duty: interchangeable: non-breakable

The Edison base screws into any standard lamp receptacle, without twisting the cord.

The cord is attached to the cap, which has two brass blades, set tandem. These plug into two slots in this base, where they are firmly gripped by two phosphor bronze contact springs, set in individual arcing chambers. Shock or short circuiting is impossible—a strong even contact is assured.

The Cap alone is used when connection is to be made with a flush receptacle or current tap, the blades plugging into any standard tandem or Hubbell T-slots.

The hard, tough composition prevents breakage, and excellent material with honest construction further insures their long life.

In the Hubbell Line, Plugs, Caps and Receptacles are interchangeable not only with Hubbell but with specialties of any other standard manufacture. And the line is complete—write us for full information.

T--2090

HARVEY HUBBELL COMPANY

OF CANADA LIMITED

ELECTRICAL SPECIALTIES

TORONTO CANADA

HUBBELL REG. CAN. PAT. OFF.

If interested tear out this page and place with letters to be answered.

CONDULETS

TYPE FS
Condulet with gas, vapor and dust proof cover—for push button switches.

TYPE ZYC
Safety-First motor starting switch. Door cannot be opened while switch is on.

TYPE GS
Condulet with gas, vapor and dust proof cover, for rotary snap switches.

Iron Clad Safety Switches

PROTECTION for labor and equipment constitutes a vital part in the economic program of most of our industries.

The ever increasing use of electricity necessitates the adoption of the most efficient electrical switching devices.

Condulet switches here shown fulfill requirements by enclosing all live parts in substantial cast-iron housings. Cast-iron is the best metal for the purpose because it withstands the corrosive action of dampness and acid fumes.

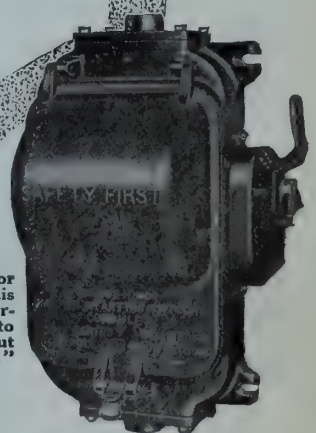
Send for Condulet Catalog.

TYPE MKC
Iron clad safety-first line switch. The door is locked while switch is "on."

CROUSE-HINDS COMPANY
of Canada, Limited
TORONTO, ONTARIO, CANADA

Condulets Panelboards
Knife Switches Floodlights
Guy Anchors

1572



TYPE MFC
Safety-First motor starting switch. This switch cannot be operated from "off" to "run" position without first going to "start" position.

Condulet the Job

CROUSE-HINDS

If interested tear out this page and place with letters to be answered.

Like every other Starrett Tool, the Starrett Vernier Height Gage sells on its "working points"—the extension for the movable jaw, allowing reverse measurements to be made from either the top or bottom side of jaw—the attachment for taking inside measurements which could not be easily made in the ordinary way.

And above all, the fine standard of Starrett workmanship—a standard maintained through forty years of successful effort to give mechanics "tools a little better than were made before."

It's because this standard *has* been maintained that an ever-increasing number of mechanics are relying on Starrett dealers to supply their tool needs.

Write for free copies of "The Tools Mechanics Buy," a book that's full of "working points."

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled
ATHOL, MASS.

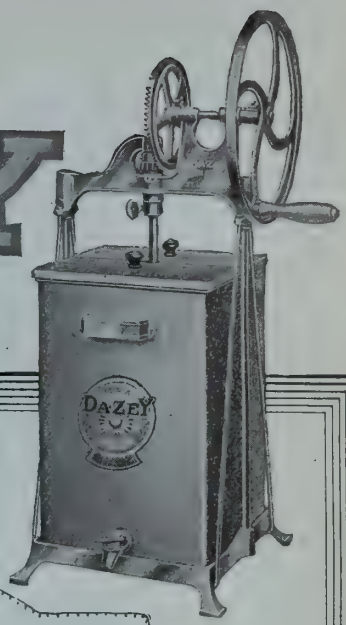
42-86.

Their *working points* are the best talking points of Starrett Tools.

Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

DAZEY CHURNS



—*Universal Preference* shown for the Dazey System of making better butter has resulted in an ever-increasing demand for Dazey Churns.

DISTRIBUTORS:

J. H. Ashdown Hdwe. Co., Ltd., Calgary.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon
J. H. Ashdown Hdwe. Co., Ltd., Winnipeg.
Frothingham & Workman, Ltd., Montreal.
D. H. Howden & Co., Ltd., London.
H. S. Howland, Sons & Co., Ltd., Toronto.
Kennedy Hdwe. Co., Ltd., Toronto.
Lynch, Parker & Plews, Regina.
Lewis Bros., Ltd., Montreal.
Marshall-Wells Alberta Co., Ltd., Edmonton
Marshall-Wells Co., Ltd., Winnipeg
Merchants Hdwe. Specialties, Ltd., Calgary
Merrick, Anderson Co., Ltd., Winnipeg
Miller-Morse Hdwe. Co., Ltd., Winnipeg
McLennan, McFeely & Co., Ltd., Vancouver
A. Prud'Homme & Fils, Ltd., Montreal.
Revillon Wholesale, Ltd., Edmonton.
Wood, Alexander & James, Hamilton
Wood, Vallance & Adams, Ltd., Calgary
Wood, Vallance Hdwe. Co., Ltd., Nelson.
Wood, Vallance & Leggat, Ltd., Vancouver.
Wood, Vallance, Ltd., Winnipeg.

DAZEY CHURN & MFG. CO., ST. LOUIS, MO.

If interested tear out this page and place with letters to be be answered.

BLACKHAWK

QUALITY SERVICE FINISH

RUST-PROOF WRENCHES

Combination Set No. 10

BLACKHAWK WRENCHES are carefully designed and constructed, being machine turned to insure accurate fit. They give that better service appreciated by car owners and garage men, which in turn means more sales for jobbers and dealers.

The Blackhawk line includes a wrench for every need, each tool made of dependable materials, finished by the Parker rust-proof process and guaranteed.

Sell wrenches by name. Get your trade to call for "Blackhawk." It pays.

Write for catalog and prices.

Manufacturers: We make wrenches according to specification.

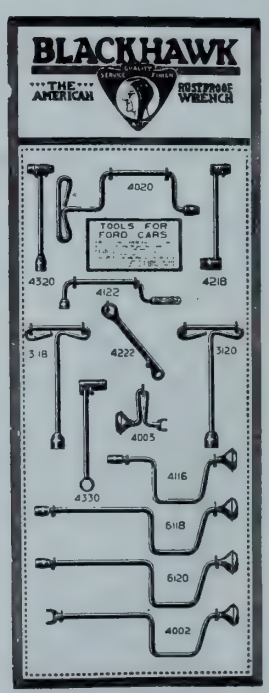
AMERICAN GRINDER MFG. CO.

MILWAUKEE, WIS.

Canadian Sales Agents:

A. H. FRASER & CO., 501 Confederation Life Bldg., Winnipeg, Man.

Combination Set No. 8



Display Board No. 400 for Fords

Combination Set No. 6

Combination Set No. 4

Combination Set No. 2

If interested tear out this page and place with letters to be answered.

Story for Week Dated Sept. 11, 1920 Being No. 22 in the Series

The E. B. Eddy Co.'s Modern Mill for Making Mechanical Pulp

ABOVE is a picture of the modern steel and concrete building within which the E. B. Eddy Company reduce raw logs of spruce and fragrant balsam to pure wood-pulp by the mechanical process. There are two processes for making wood-pulp; the mechanical process is the simpler. In a forthcoming article the more elaborate process also used by the Eddy Company will be described.

Within the building shown are two main halls. In one—called the Motor Room—there are five 1,200 horse power motors making 240 revolutions per minute. They are each connected to three 3-pocket New England grinders—the formidable machines which in a minute or two can turn a solid log of wood into a gray liquid.

Before they enter the building by way of the long conveyor which you can see sloping up from the right-hand side, the logs are cut in two-foot lengths. They come to a ruthless machine which strips the bark from them, and are then dropped into a flume by which they float softly along to the more terribly ruthless grinders. Driven each by 400 horse power, the grinders in a few minutes reduce solid logs to a thin watery fluid, gray in color—mechanical pulp in fact, in its first stage—which can be strained and pumped through pipes to other parts of the plant.

Satisfaction

In the Sales it makes
In the Service it gives
In the Goodwill it creates

Indurated Fibre Ware

Also makers of Fibre Washboards, Pails, Sheathing and other articles of the same high standard of value.

If interested tear out this page and place with letters to be answered.

An Unlimited Time Guarantee— Strongest of Selling Points

The refinement and dignity of atmosphere with which our advertising has surrounded WM. ROGERS & SON goods ought to place them in your mind and in that of your public as merchandise exceptional in the grade, offered on a basis of quality maintenance justifying the guarantee—which has *no time limit!*

The Silverplate of William Rogers and his Son

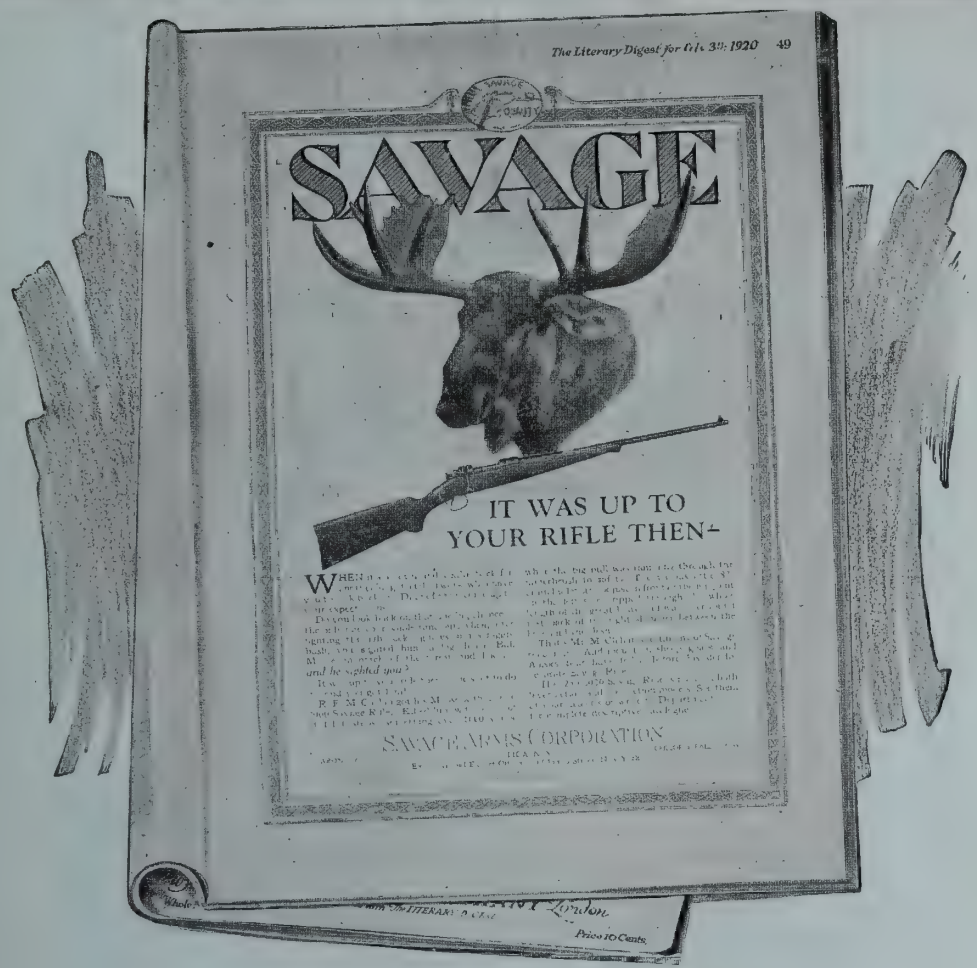
"The Best at the Price"

TRADE WM. ROGERS & SON MARK

Made and Guaranteed by WM. ROGERS MFG. CO., Limited
Niagara Falls, Ont.

If interested tear out this page and place with letters to be answer d.

SAVAGE QUALITY TRADE MARK



GETTING NEW CUSTOMERS FOR *YOU*

Savage experiences are convincing thousands of shooters all over the United States of Savage Reliability and Accuracy.

The advertisement reproduced above is our message for October, 1920—the height of the shooting season—that will bring customers into your store.

Get behind the Savage advertising

SAVAGE ARMS CORPORATION

SHARON, PA. UTICA, N.Y. CHICOPEE FALLS, MASS.

Executive and Export Offices—50 Church St., New York

Owners and Operators of
J. Stevens Arms Company, Chicopee Falls, Mass.

If interested tear out this page and place with letters to be answered.

For Quick Turn-Over

Concentrate your stock of shotgun shells. Confine your orders to the loads listed below. They will meet practically every requirement.

These are the standard loads for 12-gauge guns. Keep this list handy.

	DUPONT SMOKELESS Drams	BALLISTITE SMOKELESS Grains	DUPONT BLACK Drams	OUNCES Shot	SIZES Shot
Large Ducks	3, 3¼ or 3½	24, 26 or 28	3½	1⅛ or 1¼	4, 5, 6 or 7
Small and Medium Ducks	3, 3¼ or 3½	24, 26 or 28	3½	1⅛ or 1¼	5, 6, 7 or 8
Grouse, Partridge, Prairie Chicken	3 or 3¼	24 or 26	3¼	1⅛	6, 7 or 7½
Pheasants	3	24	3¼	1⅛	5, 6, 7 or 7½
Geese	3½	28	3½	1⅛	4, 3, 2, 1, or BB
Wild Turkey	3½	28	3½	1⅛	4, 3, 2 or 1
Squirrel, Rabbits	3	24	3¼	1⅛	6 or 7
Doves, Pigeons	3 or 3¼	24 or 26	3¼	1⅛	6, 7 or 8
Quail	3 or 3¼	24 or 26	3¼	1 or 1⅛	7½, 8 or 9
Snipe, Woodcock	2¾ or 3	22 or 24	3	1 or 1⅛	8, 9 or 10
Shore Birds	2¾ or 3	22 or 24	3	1 or 1⅛	8, 9 or 10
Sora Rail	2¾ or 3	22 or 24	3	1 or 1⅛	8, 9 or 10
Trap Loads	3 or 3⅛	24 or 25		1⅛ or 1¼	7½ or 8

Think of the saving to you in capital invested if you stock only this highly condensed line; think of the saving in space and care; think of the faster turn-over and greater profits that are inevitably yours if you concentrate your selling efforts on a few loads that you know are right instead of scattering them over the scores of loads you are now asked to carry.

Remember 7 out of 10 shooters use

DU PONT

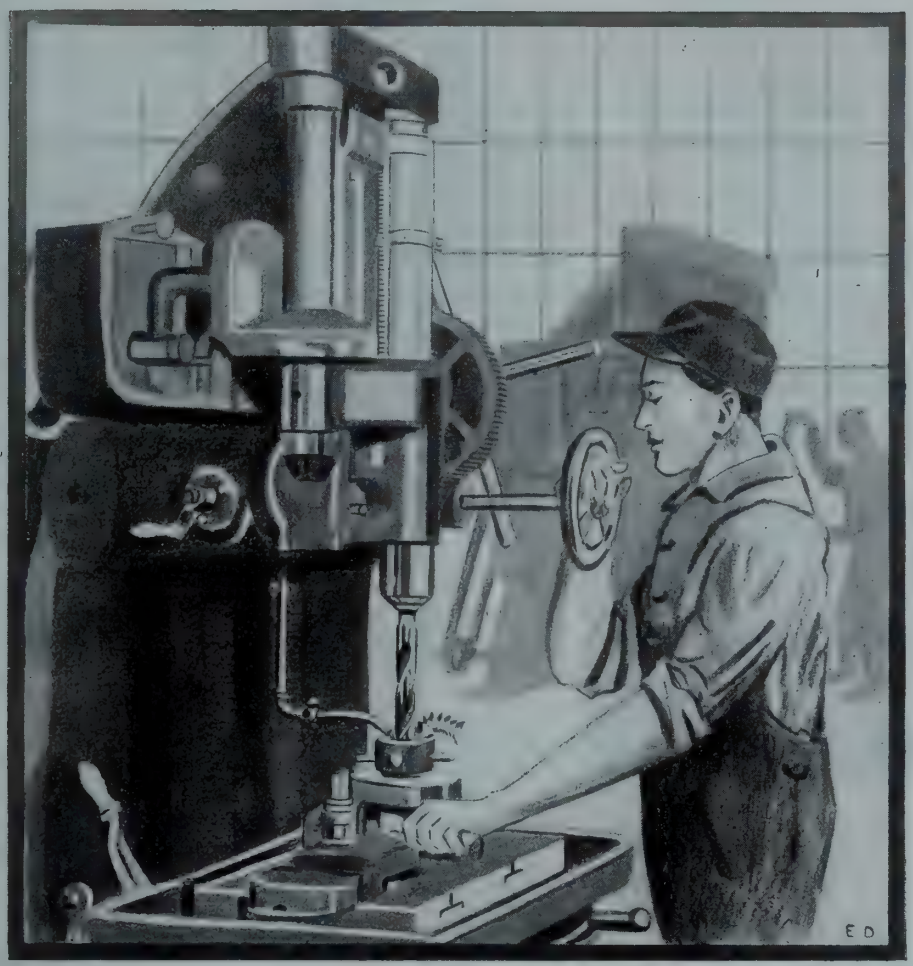
SMOKELESS SHOTGUN POWDERS
Exclusively

On your shell orders for 1921 concentrate on the loads listed above—and

Specify Du Pont Powders

E. I. du Pont de Nemours & Company, Inc.
Sales Dept.: Shotgun Powders Division
Wilmington, Delaware

Butterfield Tools



The Name Machinists Look For

Butterfield's high speed and carbon twist drills, gear- and milling-cutters, reamers, taps, dies, and other tools, have always been the choice of the most experienced and discerning tool-buyers and machinists. To the machinist — especially the piece-worker—the extra production that Butterfields give means much in pay or promotion.

Their well established, strong hold with buyers and users of good tools has ever made them a welcome part of hardware tool departments. If you handle Butterfields the news soon spreads among buyers of good tools.

Butterfield & Co., Division
Union Twist Drill Co.
Rock Island - Quebec

FOREIGN REPRESENTATIVES — Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway, and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Housman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.

If interested tear out this page and place with letters to be answered.

Quick Sales
Big Profit
Satisfaction

Occupy But Little Space
Sell Easy

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

Collette Mfg. Company, Collingwood, Ont.

Sno-Wite
Enamelled Fixtures

C87. Soap Dish

Genuine Vitreous Enamel

White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

Sno-Wite is a quick seller with a large margin of profit for the dealer.

American Enamel Products Co.
CHICAGO, U.S.A.
Ask Your Jobber

"Crescent"
For Turnover
The Line that Increases your Sales

A dependable, reliable and thoroughly salable line. A line that builds permanent business through customer satisfaction.

A line that mechanics know and like and prove their confidence by buying.

All Good Jobbers

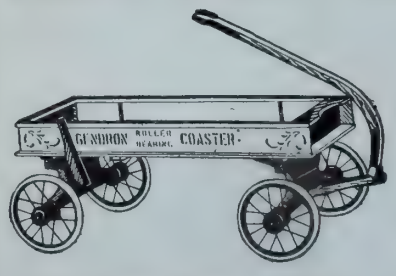
Canadian Representative :

Campbell Agencies
Toronto, Canada

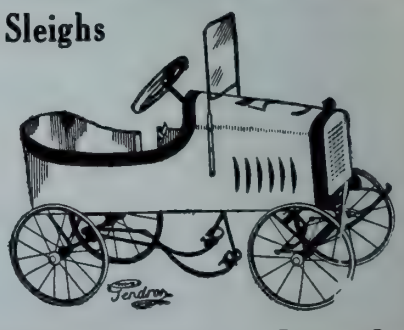
The Crescent Company, Meriden, Conn.

Remember "Crescent" for Trade Building

THE GENDRON MFG. CO., LTD., Toronto, Canada,
Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs



Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.



The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

If interested tear out this page and place with letters to be answered.

Golden Globe
Two sizes, 13 and 15-in. Firepot.

Radiant Home
Three sizes, 13, 14 and 16-in. Firepot. With and without oven.

Gladona
One size, 14-in. Firepot.

Facts About Baseburners

Baseburners produce results which are self-evident.

The presence of heat needs no explaining —it can be seen—and felt.

The volume of heat is governed by the amount of fuel used and its quality. The application of that heat is as simple as A.B.C.

The heat is produced from coal—it passes down the back of heater to its base; thus it is a Baseburner: The base becomes heated and radiates this warmth to the floor.

When the floor is warmed, the house will be warm.

At the present time, with Coal both high in price and scarce, the Baseburner is more acceptable since it gives just the desired amount of warmth and is so well controlled as to limit its consumption of fuel to the amount of space required to heat.

The Baseburner, therefore, wastes nothing. Consumers are recognizing this fact. They are buying Baseburners to meet the fuel shortage. While saving fuel they add a larger measure of attractiveness and brightness to the Home.

Dealers are in a position to make this fall a profitable one from Baseburner Sales.

Baseburners will be in demand—display them now.

These three Baseburners are your logical selection—we can ship quick. Write our nearest Branch for particulars of our stock.

McClary's

Factories at: London Montreal Brantford

Branch Warehouses at: London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary Saskatoon Edmonton

If interested tear out this page and place with letters to be answered.

"Gutta Percha" Lines are Repeaters

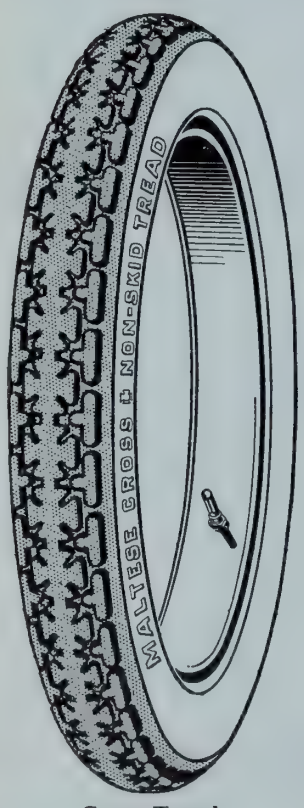
Maltese Cross Blowout Patch

Hardware Dealers have found that "Gutta Percha" (Maltese Cross) Brand of Accessories have a quality that cannot be surpassed and this quality has made them particularly satisfactory to sell. Satisfaction goes with every purchase and buyers come back for "repeats."

Maltese Cross Talc

Every Hardware Dealer will consult his best interest and profit by carrying full lines of

Maltese Cross Hook-on Boot



Cross Tread

"GUTTA PERCHA" ACCESSORIES

Maltese Cross Tube

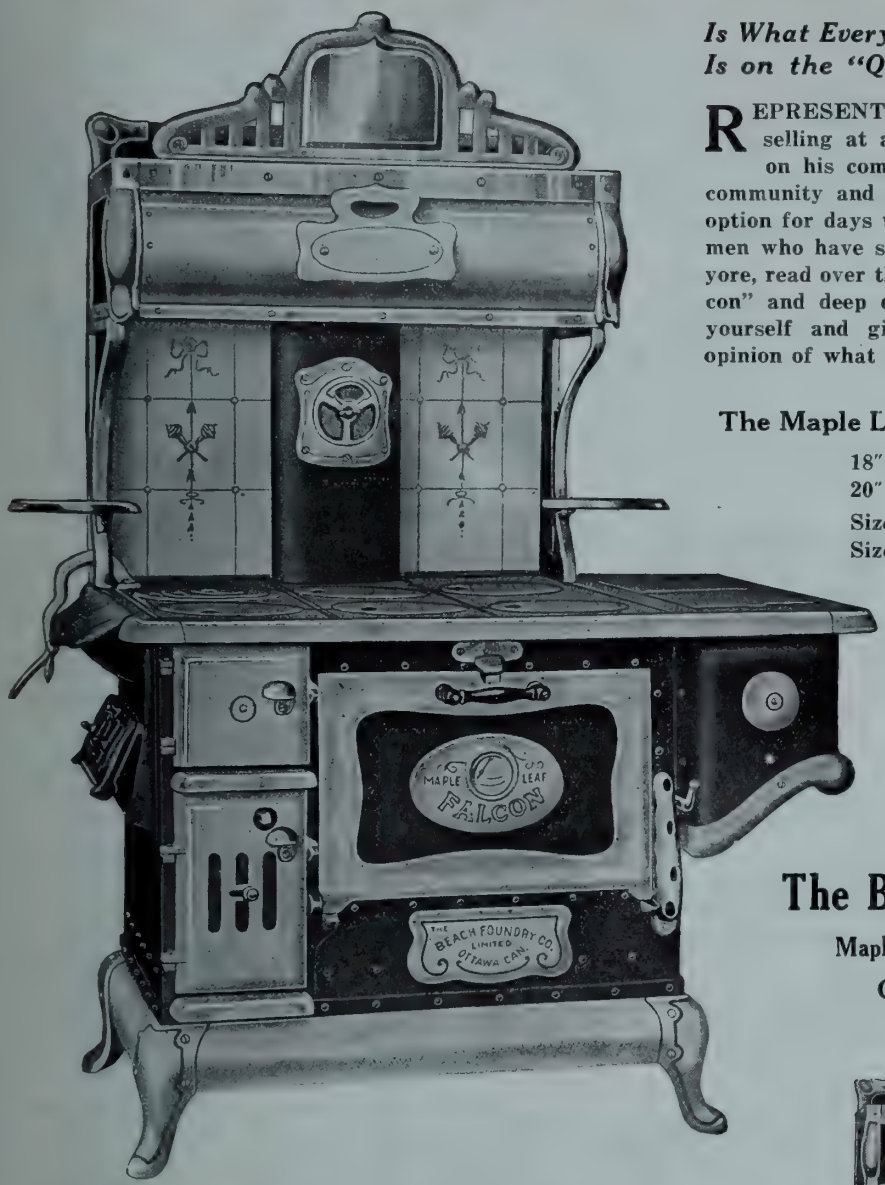
Gutta Percha & Rubber, Limited

Head Office and Factory : Toronto

Branches in all Leading Cities in the Dominion

If interested tear out this page and place with letters to be answered.

The New Maple Leaf "FALCON"



Is What Every Hardware and Stove Merchant Is on the "Qui Vive" for News of Just Now.

REPRESENTING the utmost in stove value and selling at a price that gives the dealer the edge on his competitor. Sold to only one dealer in a community and he, who gets his say in first, has the option for days to come. You men of experience—you men who have sold stoves by the hundreds in days of yore, read over this description of the Maple Leaf "Falcon" and deep down in your heart—be truthful with yourself and give us your own honest and candid opinion of what you think of the Maple Leaf "Falcon."

The Maple Leaf Falcon is made in two sizes

18" oven 18 x 19 x 12½
20" oven 20 x 19 x 12½
Size of top for 18" 43½ x 27
Size of top for 20" 45 x 27.

HAVE YOU OUR FULL LISTS AND PRICES OF STOVES AND RANGES? SHALL WE SEND THEM TO YOU?

The Beach Foundry Co., Ltd.

Maple Leaf Ranges, Stoves and Heaters

OTTAWA CANADA

A Few of the Construction Features of the "Falcon"

A.—Note height to which front key plate may be raised, allowing scuttle of coal to be emptied freely without use of shovel or poker.

B.—Heavy sectional perpendicular fireback. All other linings also heavy and almost perpendicular.

C.—Large combination draft and poker door opening.

D.—Duplex grates that may be removed through grate opening for replacing with wood grate (note letter N) or for any other purpose, without disturbing the firebox linings. Also note improved cog gudgeons.

E.—Very large ashpan.

F.—Drop closet door.

G.—Combination check draft with key to close off flue and opening for air intake.

H.—Improved sliding direct draft damper, giving full control of heat units to oven or chimney flue.

I.—Key plate top. Covers and short centres heavily ribbed. Sectional reducing cover.

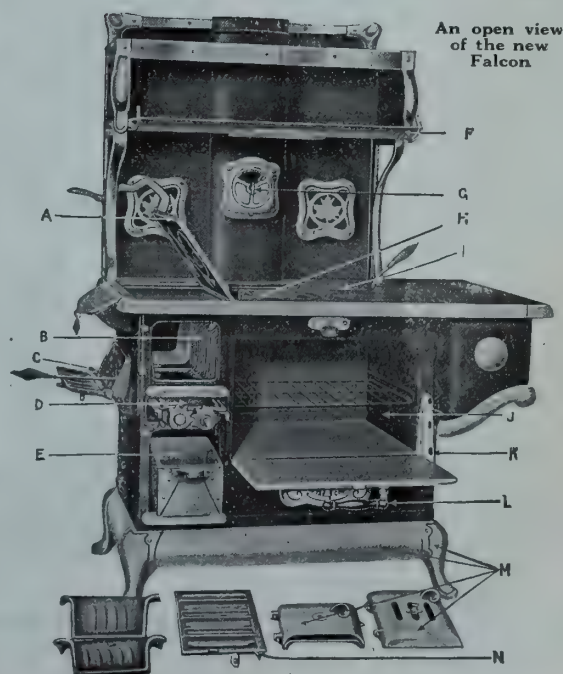
J.—Large oven made in two sizes, 18 x 19 x 12½ in., or 20 x 19 x 12½ in.

K.—Improved attachment for spring oven door balance. Door held down by spring when open and held tight in place by spring when closed.

L.—Rubberoid oven door handle—always cool.

M.—All nickel parts plain, high finish, easily kept clean.

N.—Special wood grate replaces duplex grates for burning wood only.



An open view of the new Falcon

If interested tear out this page and place with letters to be answered.

"DURO" ALUMINUM WARE

REGISTERED

MOST DURO DURABLE

W.D.S. & Co. DURO ALUMINUM

TRADE MARK

Made in Canada

Double lipped sauce pan. Full depth.

The many exclusive features of

"DURO"
Aluminum Ware
Make Quick Sales

Lipped preserving kettle. Full depth.

Handy Kitchen Bowls.

FULL LINE
PROMPT SHIPMENTS

Manufactured by **W. D. SHAMBROOK & CO.** Hamilton Ont.

Representatives:
A. T. CHAMBERS, Vancouver
L. T. WALLS SALES LTD., Winnipeg
RUPERT M. WATSON, Montreal
ARMSTRONG & PATTERSON, St. John, N.B.

PERFORMANCE COUNTS

BURMAN CLIPPERS

Are made for clipping horses and for shearing sheep. They are made of the best materials procurable, by the best skilled workmen it is possible to engage, and by a large company who manufacture only clippers. Never has expense been spared if there was possible the slightest improvement in quality or cut. That means a tremendous lot to the hardware merchant.

YOU DON'T HAVE TO BUY A NEW HEAD

PLATES ARE INTERCHANGEABLE

BURMAN CLIPPERS

Are the acme of perfection when it comes to performance. They cut clean. Heavy work does not frighten the "Burman"; they handle the heavy, tough hair well, giving every service and satisfaction to the user.

One important point for the dealer is that plates are interchangeable, that is, when the purchaser wants to shear sheep he simply requires to change the plates. This does away with the old necessity of buying a new and costly head.

YOU DON'T HAVE TO BUY A NEW HEAD

B. & S. H. THOMPSON & CO., LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER NEW GLASGOW

If interested tear out this page and place with letters to be answered.

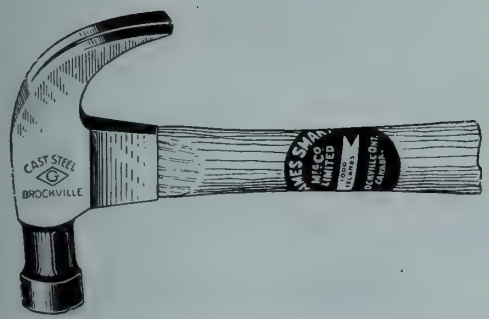
CANADA

FOUNDRIES & FORGINGS

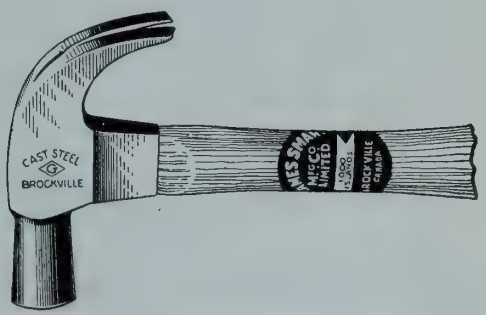
LIMITED

THOUSAND ISLAND HAMMERS

Look for the Label

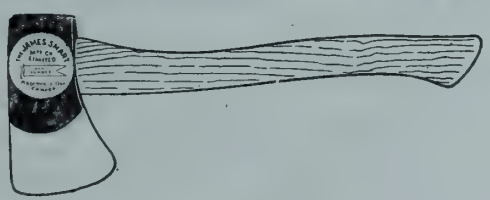


Number 64



Number 21

THOUSAND ISLAND AXES



Number 0

FOR THE HUNTING SEASON

Produced at

JAMES SMART PLANT

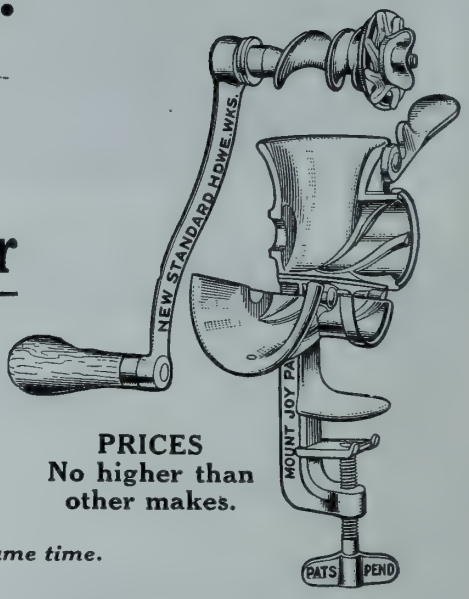
BROCKVILLE, CANADA

"CLICK"-and it's clean!

Here's a Food Chopper at last without a fault—one that almost cleans itself. As easy to wash as a saucer, because **"it opens like a book."** No cracks or corners where food can lodge. The

New Standard Food Chopper

has many superior features. It is in a class by itself for refinement of design, quality of workmanship and finish. The **easy-cleaning feature, alone, sells it on sight,** will increase your sales and bring you more satisfied customers. Investigate for yourself.



PRICES
No higher than other makes.

Send your order through your jobber—notify us at the same time.

"Ask the housekeeper who uses one."

NEW STANDARD HARDWARE WORKS
MOUNT JOY, PENNA., U.S.A.

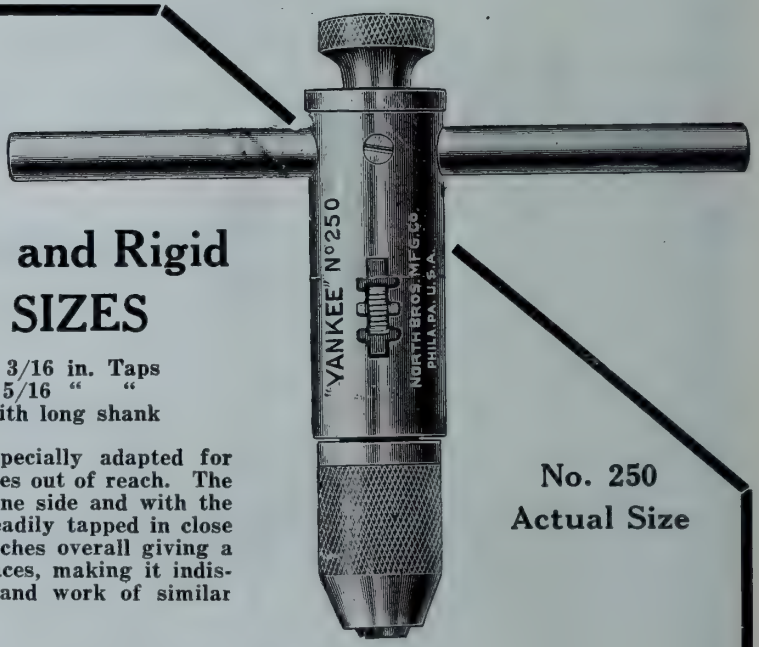
Western Coast Representative:	*Central Western Canada:*	*Eastern Central Canada:*	*Eastern Canada:*
Hardware Specialties Co. Vancouver, B.C.	Rodearmal-Davis Co. Minneapolis, Minn.	L. G. Beebe Toronto, Ont.	Richardson-Bureau Montreal, Can.

"YANKEE"

TAP WRENCHES

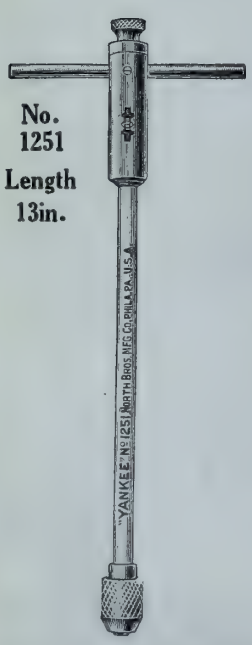
Right and Left Hand and Rigid

THREE SIZES



No. 250 Actual Size

No. 250 Capacity up to 3/16 in. Taps
No. 251 " " " 5/16 " "
No. 1251 Same as 251 with long shank



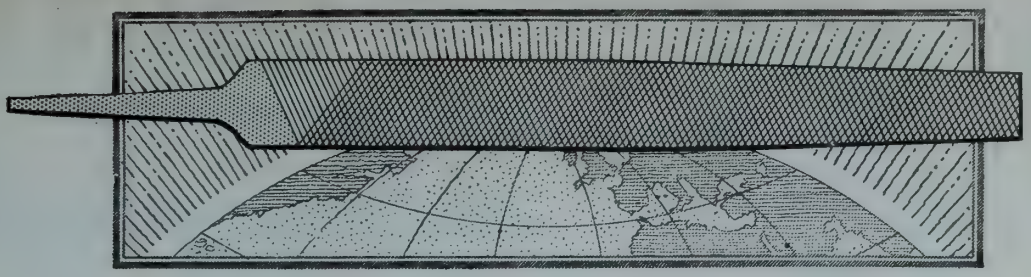
No. 1251 Length 13in.

Yankee Tap Wrenches are especially adapted for work in close quarters and places out of reach. The cross arm is easily drawn to one side and with the ratchet movement, holes are readily tapped in close corners. The No. 1251 is 13 inches overall giving a long reach into inaccessible places, making it indispensable in Automobile work and work of similar character.

Your Jobber Will Supply You.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.
U. S. A.

If interested tear out this page and place with letters to be answered.



We Help You Sell Famous Five Files

By maintaining the high quality which has made them the standard files for over fifty years;

By keeping the names of the Famous Five Brands constantly before the public in strong, pithy advertising to file users;

By maintaining big reserves, so that you can secure these quick-selling brands in any quantity from your jobber on short notice.

Order the Famous Five Brands by name:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

Nicholson File Company

PORT HOPE - ONTARIO

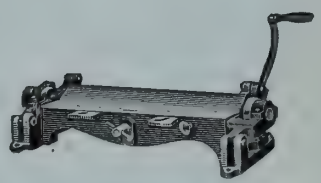
Sheet Metal Working Tools

For Reliable Service

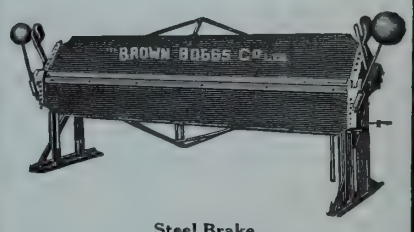
Use B. B. tools. Equip your factory—your tinshop—with this production-increasing line of metal worker's tools. The cost of labor is steadily increasing, and you will need increased output to meet it.

Our line comprises all kinds of light and heavy Sheet Metal Working Tools, including Power Presses, Shears, Brakes, Bending Rolls, etc.

Our catalogue No. 26 is complete and will give you full information.



Tin Folder



Steel Brake

B B Co Ltd.

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

If interested tear out this page and place with letters to be answered.

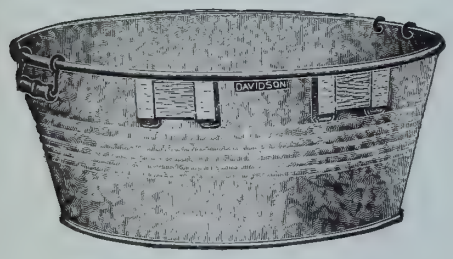
GALVANIZED WASH TUBS

We shall be glad to supply, in addition to our General Catalogue, information on Garbage Cans, Coal Hods, Hollow Iron Ware, Spoons and Forks, Stoves, etc., etc.

This fine line is made in Davidson quality Galvanized Iron Ware. It comes in four different sizes and is fitted with wringer attachments; drop handles.

A very serviceable tub, bearing the Davidson trademark of Superiority.

The Thos. Davidson Mfg. Co. Limited



Head Office: Montreal
Phone Vict. 1492

Branches: Toronto and Winnipeg

Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON

If interested tear out this page and place with letters to be answered.

A Full Guarantee of Satisfaction

Morrison Valves

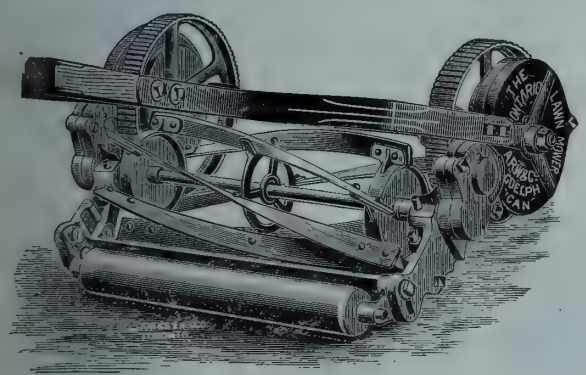
Morrison Valves are specified on nearly all drawings for important contracts.

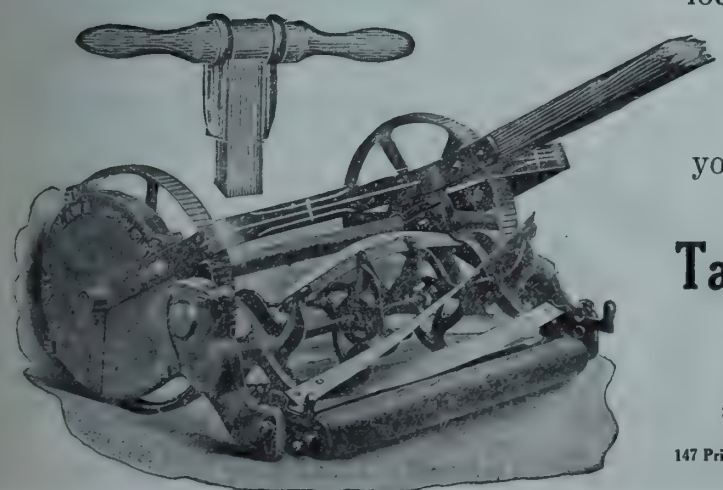
Your customers know the excellent reputation of Morrison Products and buy them readily.

They have great confidence in the reliability and service of these efficient valves.

Morrison Products are profitable to handle and fully guaranteed.

James Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West - - Toronto





There is a growing demand for really high-grade, close-cutting Lawn Mowers for continuous service, for use on Bowling Greens, in Public Parks, Cemeteries, School Grounds, etc., and experienced hardware dealers appreciate the advantage of carrying Ontario and Adanac Lawn Mowers in stock to supply this demand. Think this suggestion over. You have an opportunity. An Ontario Mower on the local Bowling Green is a wonderful ad. to you, because Bowlers are lawn enthusiasts and delight in close-cropped, velvety sod. Include a few of these high-grade machines in your specification.

Taylor-Forbes Co., Limited
HEAD OFFICE AND WORKS
Guelph, Ont.

TAYLOR-FORBES CO.
246 Craig St. W., Montreal

TAYLOR-FORBES CO., LTD.
1070 Homer St., Vancouver

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

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THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP LEVER HAME CHAINS

THE USER WANTS THE BEST IN HARNESS GOODS TODAY

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

QUALITY, SERVICE, SATISFACTION, PROMPTNESS

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.

NIAGARA WROUGHT STEEL HARNESS SNAP

NIAGARA FALLS METAL STAMPING WORKS

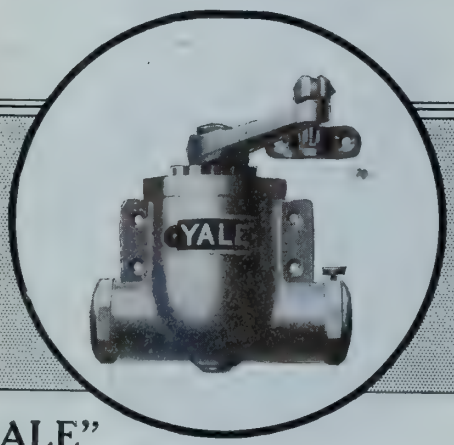
Makers of Hardware Specialties

237-239 TENTH ST., NIAGARA FALLS, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

9F

EMBOSSED LETTERS AND FIGURES



"YALE"

brings your customers back for more

THE *satisfaction* a customer obtains from the Yale Door Closer, Night Latch, Padlock or Builders' Hardware you sell him brings him back to you for all his hardware needs.

Stock a line that is *known* and advertised throughout the Dominion.

The trade-mark "Yale" on the product is our guarantee of satisfaction.

Made at St. Catharines Ontario

"The trade-mark 'Yale' helps make the sale."

Canadian Yale & Towne Ltd.

TRADE YALE MARK

VOL-PEEK

A Fast Seller with Big Profits

25 cents

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $3.50. 70% profit for you.

Order through your jobber or direct to

N. NAGLE & Co.

BOX 2024, MONTREAL, CANADA

(Owning and operating Vol-Peek Mfg. Co.)

COSTS ONLY ½c FOR EACH MEND

E. Roy, 45½ St. Andre St., Montreal, Que.

A. S. Butchart, 26 Adelaide St. W., Toronto

C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actua. tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT

If interested tear out this page and place with letters to be answered.

"Alloyed under the Stanley Process"

for general service

LIONROYAL BABBITT

MADE IN CANADA

We warrant that no other Babbitt at the price will perform as well in so many different classes of bearings, and are ready to prove this in any case by trial installations in competition with any metal of its type.

The secret of its success is in the method of its alloying. It is produced under the Stanley Process, which is controlled exclusively by us throughout the Empire. Try it and be convinced.

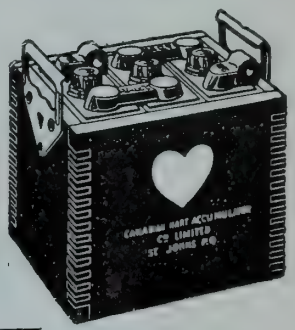
BRITISH SMELTING & REFINING COMPANY LIMITED

MONTREAL

When Your Customers Have Battery Troubles Here's What to Do

Send the batteries to us, express charges prepaid, and we will send you an estimate of cost of repairs. You can rely on our fairness in estimating and allow you a chance to make a profit. Our Battery Department does work promptly and expertly. We are Distributors of

Hart Batteries



Prompt Shipment of new Batteries Guaranteed

Get Our Prices on Season's Accessories

Tire Chains.
Tire Covers
Auto Robes
Hood Covers
Flash Lights
Tools, Body Paints
Polishes, Pumps
Fan Belts
Anti-Freeze
Radiator Cement,
etc.

Samuel Trees & Co., Limited

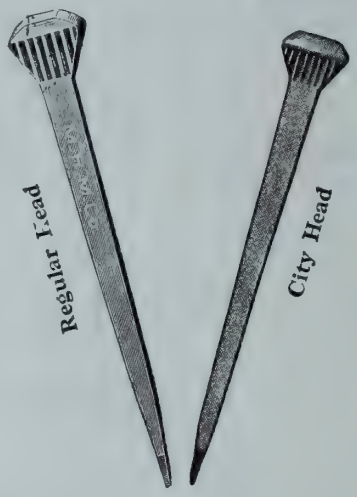
Manufacturers, Wholesalers and Jobbers
Automobile Robes, Tires and Accessories

42 Wellington St. E. TORONTO

If interested tear out this page and place with letters to be answered.

PRICE LIST
"M.R.M." BRAND
HORSE SHOE NAILS

Number	Lengths	Price per box (25 pounds)
3	1⅝ in.	$20.00
4	1¾ in.	10.00
5	1 15/16 in.	5.25
6	2⅛ in.	5.00
7	2 5/16 in.	4.75
8	2½ in.	4.75
9	2 11/16 in.	4.50
10	2⅞ in.	4.50
11	3 1/16 in.	4.50
12	3¼ in.	4.50



Blacksmiths are now demanding "**M.R.M.**" Horse Nails. They are made from the best material obtainable. They drive well and hold after they are driven.

Liberal discounts allowed off above list prices to Merchants handling "**M.R.M.**" Nails.

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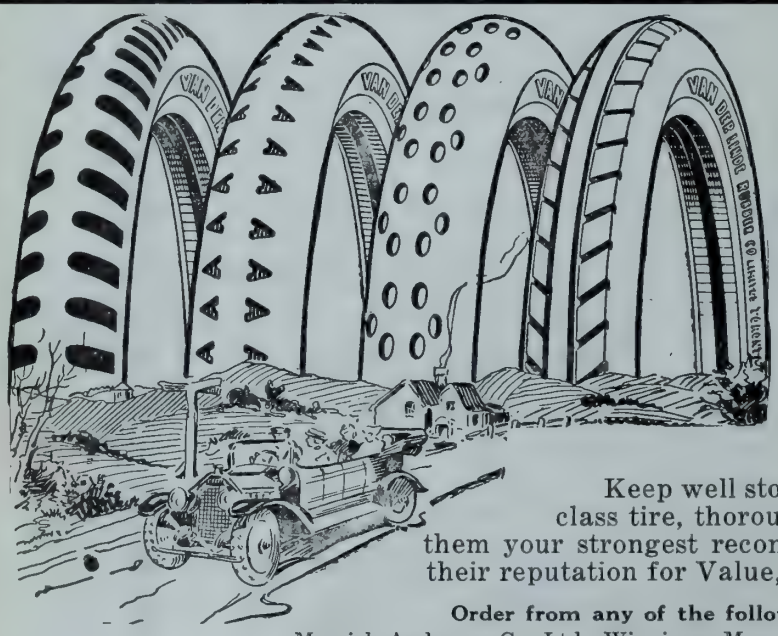

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Keep well stocked with V. D. L's. They are a better class tire, thoroughly reliable, and you can safely give them your strongest recommendation. They always live up to their reputation for Value, Dependability and Longevity.

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The Chapin Co., Calgary, Alta.
Gray-Campbell Co., Ltd., Moose Jaw, Sask.
Western Cycle & Motor Co., Regina, Sask.
Motor Parts Co., Toronto, Ont.
A. Chown & Co., Kingston, Ont.
R. M. Brisco Co. Ltd., London, Ont.
Hurtubise Ltd., Montreal, P. Q.
Crowel Bros., Halifax, N. S.
Webster Motors Ltd., Sherbrooke, Que.
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Marketers of *Gargoyle Mobiloils* in Canada
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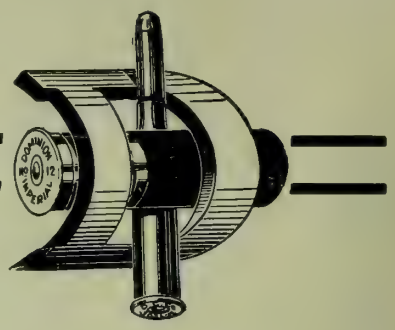

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789 out of 800 with Canuck Shot Shells

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These are the shells your customers want—the shells you should push in your sales of ammunition. Be sure you are fully stocked on the Canucks, Regal, Sovereign and Crown—all dependable Dominion Ammunition.

Check up your stock to-day, and if not complete get in touch with your jobber.

Dominion Cartridge Co., Limited

Head Office - Montreal

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"Member Audit Bureau Circulation"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, SEPTEMBER 11, 1920 No. 37

CONTENTS

Freight Advances Mean Higher Prices 37
Executive Urges Paint Legislation 39
Suggestions to Improve Store Display 41
Editorial Comment 42
Ontario Fall Shooting Regulations 43
News of Western Canada 44
Events in the Trade 46
Newsy Notes of the Trade 48
Hardware Letter Box 49
New Hardware Goods 50
Weekly Hardware Markets—Montreal, Toronto, London, Winnipeg, Pittsburgh 51-59
Equalizing Paint Sales Throughout the Year 60
How Hardwaremen Advertise Paints 64
Weekly Paint Markets 66

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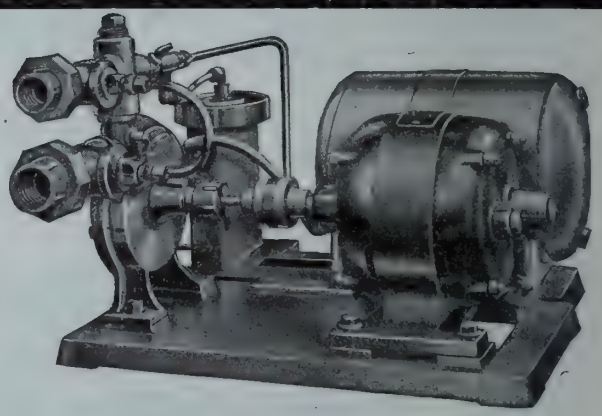

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Explain to him the reasons why a Westco is cheaper to buy, install, and maintain. Suggest, as well, a few of its advantages—the no-storage tank feature, the time, trouble, and labor it saves him; point out the advantages of having running water in his kitchen, bathroom, dairy, barns, etc. The farmer will quickly realize its value.

The Westco System is giving splendid service in homes in the suburban and rural districts and on farms where electricity is available. It is a small, compact system—weighs less than 100 lbs., is 16½" long, 14½" wide, and 11" high. It operates noiselessly, and yet will pump 300 to 500 gallons per hour.

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Westco Pumps, Limited, 707 Yonge St., Toronto, Ont.

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, SEPTEMBER 11, 1920 No. 37

Freight Advances Mean Higher Hardware Prices

Larger Advance Granted Canadian Railways Than Manufacturers and Wholesalers Were Expecting — Effect Will Be Felt Many Times Over in Manufacturing and Distributing Process — Heavy Hardware Lines Will Feel It the Most—"Insincerity on Part of Government to Allow Increases," Says R.M.A. Secretary

ANOTHER contributing factor in maintaining high prices on hardware and other commodities is the advance in freight rates which have just been allowed Canadian railways by sanction of the Board of Railway Commissioners. The advance amounts to forty per cent. in Eastern rates and thirty-five per cent. in Western rates, effective on Monday, September 13. After December 31 the increase in Eastern Canada is reduced to thirty-five per cent. and in Western Canada to thirty per cent.

Simultaneously passenger rates all over the country are advanced twenty per cent. as long as they do not exceed four cents per mile. This increase is effective only to December 31, after that date for six months a ten per cent. increase is authorized. Following July 1, 1921, passenger rates return to those in force at present. Increase of fifty per cent. in sleeping and parlor car rates and an increase of twenty per cent. in the rate on excess baggage is also granted. Authorization is also given for an increase in freight on coal as follows: East and West 10 cents per ton on rates under 80c; 15c per ton on rates from 80c to $1.50; 20c per ton on rates over $1.50. Incidentally it may be pointed out that the majority of coal is carried at the higher rates. Cordwood, slabs, mill refuse rates are advanced 10 per cent. No extra charge is made on sand, gravel, crushed stone or for special services incidental to transportation, such as switching, demurrage, weighing, etc.

How It Affects Hardware Lines

An official of the Canadian Manufacturers' Association informed Hardware and Metal that the bulk of hardware goods is transported as 5th class freight. This class includes paints and varnishes, wire goods, enamelware, etc. The rate on this class of freight was formerly 31c per 100 lbs. in carload lots on a run from Toronto to Montreal. Under the new rates the charge will be 43½c per 100 lbs. Thus the increased freight on a 100-lb. keg of nails transported from Toronto to Montreal is 12½c. The increase in freight charges on a carload shipment between these points would be $37.50.

Some iron and steel products move under the commodity rate which is lower than the 5th class. Brushes are 4th class and where the rate was formerly 39c per 100 lbs., the rate is now 54½c per 100 lbs. on a run from Montreal to Toronto. Brooms and woodenware lines, such as ladders, etc., are in the tenth class, the rate on which between Montreal is now 31c per 100 lbs. where formerly it was 22c.

Increase Figures Several Times

It is evident that the increase in rates will be reflected more than once in the final price of the manufactured article. Coal rates are higher and the hauling of raw materials to the factory will cost more. Then increased freight rates for moving it from the manufacturer to the other distributors in the regular channel of trade will be felt several times over. Raw material coming in from the United States will not feel any further advance than that put into effect by the U.S. railways last month.

In presenting their case before the Board of Railway Commissioners, the C.M.A. pointed out that the increase in rates would give the Canadian Pacific Railway a surplus of $21,000,000. The C.P.R. officials replied that the surplus would not be more than $12,000,000 and that this did not include the income tax to be paid and other charges which would eventually leave them with a deficit of some $60,000.

Did Not Expect Such a Big Advance

Manufacturers generally have admitted that the railways were entitled to some consideration, but some surprise is expressed that the increase is so extensive. The railways asked for a straight

40 per cent. increase throughout the whole country and got 40 per cent. in the East and 35 per cent. in the West. Some manufacturers stated to Hardware and Metal that the most they had anticipated was a 30 per cent. advance.

Will Maintain High Prices

"The general effect will be to maintain the high price tendency," said Mr. W. H. Lamont, of H. S. Howland Sons & Co., who added that the advance might increase the purchasing power of the community through the medium of higher wages to railway employees. It is evident, however, that the effect will be felt in the final price to the consumer on all commodities. Another wholesaler expressed the opinion that prices would shortly be due for a drop and that the recent freight advance would just about even things up.

The 20 per cent. advance in passenger rates will also be reflected indirectly in commodity prices for it is a factor in increasing manufacturers' and wholesalers' costs of distribution.

Heavy Lines Feel Increase Most

Heavy lines of hardware, such as glass, iron and steel are expected to feel the advance more than will the smaller commodities, for the increase is concentrated on fewer articles in their case. However, even the smallest lines will be affected. In confirming this opinion, Mr. Boddington, of the James Morrison Brass Mfg. Co., stated to Hardware and Metal that lines such as valves which are small and can be packed compactly, are greatly affected, due to the heavy rates which must be paid on the raw materials in their various stages of transportation.

Insincerity on Government's Part

W. C. Miller, secretary of the Retail Merchants' Association, stated to Hardware and Metal that the advance has been made despite the strenuous opposition of every line of trade. "In my estimation it is a direct insincerity on the part of the Government to allow such increases," said Mr. Miller. The merchants as a class feel that they are the ones who feel the imposition the most for they are forced to face the buyers and make explanations for high prices.

"It might have been worse. We will have to grin and bear it," was the only statement to be had from Thos. Marshall, head of the traffic department of the Board of Trade.

J. J. Morrison, secretary of the United Farmers of Ontario, did not take the judgment with as good grace. "We may appeal against it," he said.

Since 1914 freight rates in Eastern Canada have increased 99.85 per cent. and in the West by 68.75 per cent. The Canadian Pacific Railway will, it is said, reap about 60 per cent. of the benefit from the increase.

An Appeal May Be Made

There is said to be a strong probability of an appeal being taken by interests opposed to the increases, including Manitoba and Saskatchewan and the Boards of Trade of Toronto and Winnipeg. In the event of such an appeal the increased rates will be stayed until the appeal is heard.

Views of Montreal business men are that the increase was inevitable and that there is no alternative but to pass it on to the ultimate consumer. "I am absolutely in favor of the increased rates," said C. H. Smith, president of the Quebec branch of the Canadian Manufacturers' Association. "The railways are the arteries of trade and commerce and we must maintain the railroads at their maximum efficiency for the sake of business."

Windows of fall hunting goods, such as this, will help to stir up the sporting interest in your customers. Some stuffed animals, and a generous display of guns, ammunition, hunting garments, etc., can be arranged effectively with some pictures or advertising matter.

Executive Urges Paint Legislation

"Save the Surface" Campaign Discussed—Effort to Have Manufacturers' Names Placed on Paint Containers—Plans for Next Convention—Definite Decision Regarding Fees.

A MEETING of the executive committee of the Ontario Retail Hardware Association held at Toronto this week dealt with a number of important association matters, including arrangements for next convention, paint legislation, membership fees, program for next convention, new service department for members.

Secretary MacPherson, with whom arrangements have been made to become the permanent secretary of the association, devoting his whole time to the business of the association, has been completing plans for the member's new price book, which is to become part of the service department of the association. Disappointment was expressed regarding the small number of returns received from a questionnaire sent out to 1.040 hardwaremen, of whom only 151 had replied up to the time the meeting was held.

Of this number, 126 expressed themselves as willing to take on the new service and pay the fee of $15.00 required to maintain a permanent secretary. A number of dealers in responding emphasized the fact that the unsettled condition now existing made it even more necessary than ever that the association should have a permanent secretary who could take up and deal with the many perplexing problems which are confronting the retail trade at the present time.

An important decision was reached at the meeting whereby it was decided to maintain the present membership fee of $5.00 per year, which gives full membership in the association, including the convention, collection letters, lien notes, etc. For an additional $10.00 members may also receive the new price book service. This will leave it optional with members of the association as to whether or not they wish to take on the price book service. The new price book, which has been described in detail in a previous issue of Hardware and Metal is now being compiled and complete details will be placed before the membership at the next convention. It was pointed out that this price book service is only one of many services which are contemplated for members of the association, and that later on there may be the addition of the special advertising service department for retailers, freight audit bureau, and it was even suggested that up to a certain point some co-operative buying arrangement might be worked out on certain lines of goods.

Features at Convention

Co-operative buying, chain stores, mutual fire insurance, mutual plate glass insurance, overhead cost, profit sharing with clerks, promise to be among the head-liners on the convention program to be held in Hamilton during the third week in February.

Messrs. Mills and Wright of the executive committee were given authority to make arrangements for an exhibit hall in Hamilton and it has been suggested that perhaps the Drill Hall could be secured for the next convention and thus provide larger quarters for the exhibits. It was also suggested that the meeting and exhibits could be held in the one large building, and that owing to the additional room exhibitors of motor trucks, auto accessories, etc., would be supplied with greater space for featuring these lines.

Co-operative Buying—Chain Stores

An effort will also be made to secure a number of educational features for the convention along the line of window dressing, practical selling talks, etc. It was decided to ask a representative from a Western Canada association to address the meeting on co-operative buying and mutual fire insurance as carried on in the Western provinces. It was also decided to invite a representative of the Winchester Chain Store System to attend the convention and outline the Winchester Chain Store System and how it is working out.

Save the Surface Campaign

The Save the Surface campaign came in for considerable discussion. Geo. May of West Toronto informed the executive that he had attended a meeting of Save the Surface Committee in Toronto some time ago, and had been suddenly and unexpectedly called upon by Mr. Henderson, as a representative of the Ontario Retail Hardware Association, to give an expression of opinion regarding the campaign and indicate whether or not the campaign would secure support from the Ontario Retail Hardware Association. When asked as to the nature of the support expected, both Messrs. May and Caslor, who had attended the meeting, indicated that their impression was financial support. This suggestion was emphatically turned down by the executive, who stated that while they were in sympathy with the paint manufacturers in any movement which they may carry out to increase the sale of paint they did not feel that as retail hardwaremen they should contribute to a campaign of this kind any more than they should contribute to a campaign affecting any one of dozens of other lines which are equally as big or bigger lines than the paint department in the hardware store.

One member of the executive emphasized the fact that while the paint and varnish department of his store is an important and a large department it is only one of many departments and he could not see why the Ontario Retail Hardware Association should be expected to contribute to a sectional campaign of this kind.

Another member of the executive objected seriously to the manner in which the advertising arrangements of the Save the Surface campaign was being carried on in his city, whereby the names of master painters in his city were allowed to be run on the same page as the Save the Surface advertising, whereas the advertisements of hardware dealers in the same city were not allowed to run on the same page. This, it has been explained to him, was the result of the Master Painters' Association contributing to the fund and financially supporting the Save the Surface movement.

After considerable discussion the executive declined to suggest a contribution towards the campaign, but passed

(Continued on page 40.)

Georgia Senate Passes Bill Governing Sale of Mixed Paints

ATLANTA, Ga. The Georgia Senate bill No. 63, just passed, according to "American Paint Journal," provides that whoever shall expose for sale, or sell within the state any paint which is labeled or marked in any manner so as to tend to deceive the purchaser as to its nature or composition, or which is not accurately labeled, shall be guilty of a misdemeanor, and for each offence shall, upon conviction thereof, be punished by a fine of not less than $25 and not more than $100. or by imprisonment in the county jail not exceeding 60 days.

The bill provides also that the label shall clearly and distinctly state the name and residence of the manufacturer of the paint or the distributor thereof or of the party for whom the same is manufactured. The quantity contained in the package, in the case of liquid or mixed paints, must be designated in United States standard gallons or fraction thereof, and in the case of paste or semi-paste paints, such as commonly sold by weight, to be shown by weight avoirdupois.

The enforcement of the act comes under the duties of the pure food and drug inspector of the state.

a motion of sympathy with the movement.

Labeling of Paints

A lengthy discussion took place regarding analysis of ready mixed paints as discussed at the last hardware convention. The members were of the opinion that there should be some method by which retailers could convince their customers that the high price paints were really better than the cheaper grade paints which are being sold extensively by fail order houses and department stores. At the present time the department stores advertise that their ready mixed paints are made by "leading paint manufacturers in Canada" and the department stores offer equally as strong a guarantee as any retail hardware merchant is enabled to offer under the present conditions. In addition to making these strong claims the department stores sell their paints at prices anywhere from 30 per cent. to 50 per cent. below the prices of the retail hardware merchant. Those who have been watching the department store advertisements during the past few months note that they repeatedly refer to the fact that the paint which is being offered for sale at such a low price is made by "leading Canadian paint manufacturers." This is creating the impression in the minds of the public that the regular high grade paints made by the leading paint manufacturers is being put up under the private brand of the department store or mail order house, and owing to the large purchasing capacity of the latter firms they are able to buy the regular high grade paints and sell them at prices anywhere from 30 per cent. to 50 per cent. lower than retail merchants are selling a similar product.

The fact that the department stores and mail order houses are selling huge quantities of these paints in all parts of Canada cannot be disputed. It is also known that farmers' clubs and other purchasing organizations have plans under way for purchasing large quantities of certain lines of paints for sale to farmers and other members of various clubs.

Unless some check is put upon the claims made by these various organizations retail hardware merchants feel that if they are to continue taking a deep interest in paints and varnishes they must have some way in which to distinguish between the high grade products which they are selling and the cheaper lines sold by department stores and mail order houses, and for which the latter make equally as strong claims as the retailers are able to make.

At the convention in Hamilton last February many retailers were of the opinion that the analysis on the can would perhaps overcome the difficulty. On the other hand, despite the fact that the association when unanimously on record for legislation making it compulsory to place the analysis upon the package, it is a question whether or not this would altogether suit the purpose, owing to the many varied products used in the manufacture of paints and the inability of the average purchaser of paints to distinguish between the quality or suitability of the ingredients which would be covered in the analysis.

After a lengthy discussion it was felt that legislation making it compulsory for the name of the manufacturer to appear on all paint cans would at least help the retail to overcome the present difficulty. The department stores and mail order houses advertise extensively that the cheap paints which they are selling are made by leading paint manufacturers. If it was made compulsory for the paint manufacturer to have his name appear on the package the retailers and the public would at least have the satisfaction of knowing who prepared the paint and whether or not it was made by one of the leading makers as advertised by department stores and mail order houses. It is known that at least some paint manufacturers are in sympathy with a movement of this kind and have expressed themselves along these lines.

The executive unanimously decided to ask for legislation making it compulsory for the manufacturer of paint products, etc., to have his name appear on all packages. The retailers will request that the label shall clearly and distinctly state the name and residence of the manufacturer of the paint. This name would appear in addition to the name of the department store or the mail order house if the latter wished their name to appear on the package.

The point was brought up that at least one large department store and mail order house would then make their own ready mixed paint, but it was the unanimous opinion that this particular company is rapidly heading towards that point at the present time and that it will only be a matter of a few years until they will be making their ready mixed paints the same as they are now making a great many other hardware lines. Even if such were the case this company would also be compelled to place their name on the label as the manufacturer, and accept responsibility for the contents of the package.

The suggestion was also made that if some satisfactory remedy could not be found that it might be possible to work out a plan on a co-operative basis whereby the members of the association could purchase some line of paints that would enable them to meet mail order and department store competition. It was also decided to write to all Canadian paint manufacturers asking them for an expression of opinion regarding this matter and to place on record all information thus received, and also the names of any manufacturers who do not appear to be disposed to assist the retailers in overcoming their present difficulty.

The report of the secretary shows the membership to be the largest in the history of the association and it is showing continued growth. The financial statement was also the best on record and the association is now on a good sound basis with an exceedingly bright outlook for the future.

Meeting of Paint Men Called for September 15

A meeting of the Canadian Paint, Oil and Varnish Association has been called for Wednesday, Sept. 15, at Montreal.

Death Announced of E. Temple Jamieson

There died at the Ross Memorial Hospital in Montreal, on August 31, E. Temple Jamieson, youngest son of the late R. C. Jamieson, founder of R. C. Jamieson and Company, Ltd., and of which company the late Mr. Jamieson was a director as well as secretary-treasurer.

Mr. Jamieson was only in his 39th year, having been born in Montreal in 1882. His illness had extended over several months. Educated at the Montreal High School and at McGill University, Mr. Jamieson entered, in 1901, the paint manufacturing firm headed by his father and joined the office staff. In the year 1908 he was appointed secretary-treasurer, which position he held until the decease. Mrs. Jamieson and three daughters are left to mourn his loss.

Cutlery Quickly Absorbed

Montreal.—In speaking with a prominent jobber in Montreal he referred to the speed with which the trade absorbs quantities of cutlery from the Old Country. "We may get 100 dozen of the best line of pocket knives, but the same melt away very quickly and we are quickly out of stock again," said this informant.

This indicates that the retail trade is handing out considerable quantities of cutlery right along and that there is an indication of many styles and sizes of various knives which have become popular. The high prices do not seem to have dampened the enthusiasm of the average consumer for a good pocket knife. These conditions of course apply largely to other lines of cutlery such as table knives, butcher knives, etc. At the same time indications point to a gradual improvement in the receipt of such lines as are wanted by the trade, and in the past six months, this informant stated, there has been a decided improvement.

Hope to Have Eight Mills in Operation

"Baldwins, Limited, hope to have eight mills in operation within two months, all at Ashbridge's Bay," Sir George Wright, vice-president of the company, said Saturday, as he was leaving Toronto for England. Sir George has been in Toronto for several weeks organizing the plant.

"We have sufficient electric horsepower from Niagara to run the eight mills," said Sir George, "and we have been assured by Sir Adam Beck that within the next year we will be able to obtain sufficient power to run any extensions that we may care to make.

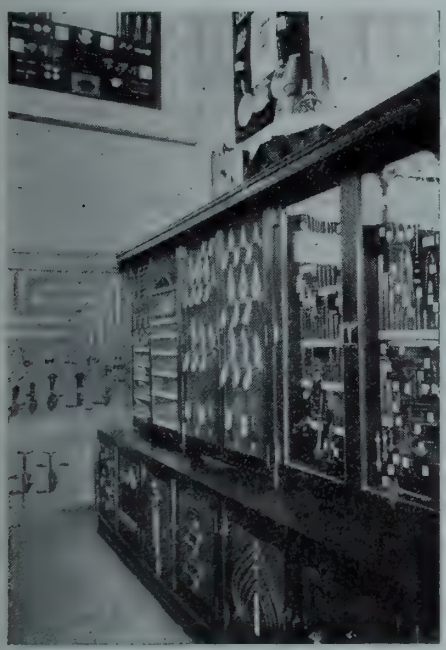
"We intend to put down sufficient mills to supply the whole of Canada with black plates, tin plates, galvanized sheet metal, and black sheet."

Suggestions to Improve Store Display

Store Display is Important Factor and Should be Studied—Some Novel Suggestions Carried Out in Winchester Chain Stores in United States—Salient Features Revealed in These Views—A Place for Everything—Using Neat Cards to Assist the Shopper

SOME unique features of store display are carried out in the furnishing of the Winchester chain of stores in the United States. Display in the store windows and interior is one of the most important factors in modern merchandising and the trade can make good use of all suggestions which can be made along this line.

Herewith are reproduced three photographs of the store interior of the New Haven Winchester store. The first picture shows a novel idea of utilizing wall space for neat and attractive displays.



No. 2

Along the front of what might be termed the mezzanine floor is a row of display boards with samples of various lines and neatly printed cards attached. Individual display boards are centered in wall panels along the side of the store. These can be made by attaching samples to a board covered with green baize. One of these boards is devoted to fishing tackle and it will be noted this supplements the display in the showcase on the main floor. Another board is devoted to automobile lines including pumps, mirrors, etc. The boards along the front of the mezzanine floor show displays of small hardware, padlocks, precision tools, etc. It will be noted that where no samples of hardware lines are on the boards, a card appears drawing attention to various departments, such as sporting goods, aluminum ware, etc.

No. 1

The second picture shows an attractive display of precision tools, plasterers' and bricklayers' tools, auger bits, etc. This display uses not only glass fronted wall cases and samples on the doors of cabinets underneath but also a display arranged on the store wall. Above this display are the wall boards referred to.

The third picture shows the display carried out in the household goods department. Tables, racks and wall cases are used and it will be noted that generous use is made of neatly printed cards to indicate the various lines handled in this department. The first table has a display of bread, cake, and flour boxes and canisters. The second carries a display of polishes, mops, oil cans with a card stating "Things to make Cleaning Easy." A section of the wall cases is devoted to janitor's supplies.

No. 3

Editorial Comment

SMALL PART OF AUTO REVENUE SPENT ON ROADS

A SPEAKER at one of the noon-day luncheons at the Canadian National Exhibition made the statement that the Dominion Government was receiving fifteen million dollars of customs revenue annually from imported automobiles and accessories and was spending only four millions on good roads. This is an important matter to the retail hardware trade of Canada, for the condition of a country's roads is largely an indication of its progressiveness. In the United States, despite the fact that many national highways have been constructed and that good roads are to be found in practically every section of the country where travel is indulged in, yet every year large sums are still expended on roads. Ontario has a program for good roads building as have many of the other provinces, but the trouble is that the aid promised by the Federal authorities falls far short of what is required. It is a splendid thing for tightening inter-provincial bonds and to foster trade and wholesome recreation to increase the grants for the improvement of highways.

RADIAL DEVELOPMENT WILL NOT DEPOPULATE RURAL DISTRICTS

MUCH editorial opinion has been expressed recently, in connection with the encouraging of the Hydro radial scheme, that such development would depopulate the rural districts in favor of the larger centres. Premier Drury says there is a direct connection between the crowding of population from the rural districts to the large centres and Hydro power and radial development. The contrary view from that expressed seems to have more basis. The city to-day draws population from the rural districts because it offers more attractions to comfort and pleasure-loving people. Taking these attractions to the rural districts will encourage those now in those districts to remain where they are and will also be responsible for taking some city people out to the rural districts where they will be enabled to enjoy greater freedom, and where they will still be within easy reach of their place of employment. It is in the interests of the rural districts that electric lines should carry their people and their produce to town and bring back those things essential on the farm. This plan would be a mutually profitable arrangement. The rural district needs the city and vice versa, so that the encouragement of better and quicker communication between them will be in the interests of both.

BRITISH COLUMBIA HALF-HOLIDAY

NOW that the summer season is over, it is interesting to note that the Province of British Columbia has enacted a law whereby all places of business, with the exception of confectionery, drug and fruit stores, restaurants and places of amusement, are compelled to close one-half day a week throughout the year from one o'clock noon until six o'clock the following morning. The day on which the half-holiday is to be observed is to be decided upon by a vote of the electors in each electoral district at the annual civic elections. The day can only be changed by vote at these elections and proper notice must be given by advertising. This half-holiday does not apply to weeks wherein another holiday occurs. The half-holiday generally observed is Wednesday, but there are a few towns where places of business close other days in the week, even on Saturday. The hour for closing in the evening is six o'clock with the exception of Saturday. There are some towns, Vancouver for instance, where stores close every evening at six, including Saturday.

Open Season for Fall Hunting in Ontario

Following are the 1920 regulations respecting the shooting of game in the Province of Ontario:—

(1) **Open season.**—No person shall hunt, take, kill or destroy

(a) **Deer.**—For territory north of C. G. Railway (formerly G.T.P. Ry.), see Order-in-Council, May 20, 1920.

(b) Any moose, deer, reindeer or caribou in that part of Ontario lying south of the French and Mattawa Rivers, except from the 5th day of November to the 20th day of November, both days inclusive.

(c) Any moose, deer, reindeer or caribou throughout that part of Ontario lying north and west of the French and Mattawa Rivers, except from the 25th day of October to the 30th day of November, both days inclusive.

(d) Any partridge before the 5th day of November, 1920, and thereafter except from the 5th day of November to the 20th day of November in each year, both days inclusive, and no person shall take, kill or have in possession any more than five partridge in any one day, and no more than ten partridge in any one year; no grouse, pheasant or prairie fowl before the 5th day of November, 1923, and thereafter except from the 5th day of November to the 20th day of November in each year, both days inclusive.

(e) **Woodcock.**—Any woodcock, except from the 15th day of October to the 15th day of November, both days inclusive.

(f) No quail or wild turkey, black or grey squirrel before the 1st day of November, 1923, and thereafter except from the 1st day of November to the 15th day of November in each year, both days inclusive, and no person shall take, kill or have in possession, more than six quail in one day or 25 for the season.

(g) **Wild geese.**—Any wild goose except from the 1st day of September to the 15th day of December in any year, both days inclusive.

(h) **Duck.**—Wood and eider duck before the 15th day of September, 1923, and thereafter except from the 1st day of September to the 15th day of December, and duck of any kind except from the 1st day of September to the 15th day of December in any year, both days inclusive.

(i) **Shore birds.—**Band-tailed pigeons, little brown cranes, sandhill cranes, and whooping cranes, swans, curlews and all shore birds except those mentioned in clause ii, before the 15th day of September, 1928.

(ii) **Plover, snipe, etc.—**Black-breasted and golden plover, wilson or jack snipe and the greater and lesser yellow legs, from the 1st day of September to the 15th day of December in any year, both days inclusive.

(j) **Capercailzie.**—Capercailzie before the 15th day of September, 1920, nor thereafter except from the 15th day of September to the 15th day of December, both days inclusive.

(k) **Hares.**—Hares may be taken by any means at any time between the 15th day of October and the 15th day of November and between the 23rd day of December and the 2nd of January following, and may be taken at any other time by any other means than shooting.

(2) **Cotton-tail rabbits.**—Notwithstanding anything in this Act a wood-hare or cotton-tail rabbit may be taken, killed or destroyed in any manner by the owner, occupant or lessee of any land upon which it causes actual damage.

(3) **Special provision as to shooting game put or bred by any person on his lands.**—Notwithstanding anything in this Act a person who puts or breeds or imports game upon his own land for the purpose of breeding and preserving the same and his licensee, may hunt, take or kill any such game from the 1st day of October to the 15th day of November, both days inclusive; but the onus of proof that the game were so put or bred shall rest on the person hunting or killing the same. 3-4 Geo. V. c. 69, s. 10.

Beaver, Otter, Muskrats, etc.

(1) **Beaver and otter.**—No beaver or otter shall be hunted, taken or killed or had in possession by any person before the 1st day of November, 1916, and after such date the hunting, taking or killing of beaver and otter shall only be permitted during such periods and on such terms and conditions as may be prescribed by the Lieutenant-Governor in Council, 5 Geo. V. chap. 20. (See Order-in-Council, page 70.)

(2) **Muskrat.**—No muskrat shall be hunted, taken or killed or had in possession of any person in that part of the Province lying south of the French and Mattawa Rivers except from the 1st day of March to the 21st day of April, and in that part of the Province lying north of the French and Mattawa Rivers from the 1st day of April to the 21st day of May.

(4) No muskrat shall be shot or speared at any time nor shall any muskrat or beaver house or beaver dam be cut, speared, broken or destroyed at any time, and no trap shall be set or placed closer than five feet to a muskrat or beaver house.

(5) **When destruction of muskrats lawful.**—Nothing in this section shall apply to any person destroying any of the animals in defence or preservation of his property, or to prevent the destruction of muskrats by any means, at any time, in the vicinity of dams or drainage embankments where there is a probability of injury being caused by them to such dams or drainage embankments, but unprime skins so taken shall not be offered for sale or barter except under the authority of a permit issued by the Deputy Minister, and the fur dealer possessing such skins must hold the permit so issued and forward the same to the Department when applying for permit to ship out of the Province or to dress or tan the skins.

(6) **Onus of proof.**—The onus of proving the justification under the next preceding subsection shall be on the person destroying any such animals.

(7) No fisher, marten, mink or raccoon shall be hunted, taken or killed or had in possession of any person between the 15th day of April and the 1st day of November following.

(8) **Beaver doing damage.**—The Deputy Minister may at any time by order in writing direct the taking or killing of beaver by an overseer or other officer named in the order in any designated locality in Ontario in which, in the opinion of the Deputy Minister, beaver are causing damage to a highway or to private property, but all beaver so taken or killed shall be duly accounted for and handed over to the Deputy Minister. 3-4 Geo. V. c. 69, s. 11.

Sunday

Hunting on Lord's Day.—No person shall on the Lord's Day hunt, take, kill or destroy any game, or use any gun or other engine for that purpose. 3-4 Geo. V. c. 69, s. 12.

Deer

(1) **License necessary for hunting deer.**—No person shall hunt, take, kill, wound or destroy any deer, moose, reindeer or caribou except under the authority of a license.

(2) **Cow moose, fawns, etc., not to be killed.**—No person shall at any time hunt, kill or take any cow moose, or any other moose, reindeer or caribou under the age of one year.

(3) **Number of deer, etc., which may be killed.**—No resident shall, during any one year or season, kill or take more than one deer, and no non-resident shall during any one year or season kill or take more than one deer, and no person shall, during any one year or season, kill or take more than one bull moose, reindeer, or caribou, but this shall not apply to deer which are the private property of any person and which have been killed or taken by him or by his direction or with his consent in or upon his own land.

(4) **Aggregate kill.**—Two or more persons hunting together and holding licenses may kill an aggregate of not more than one deer for each member of the party.

(5) **Restraint of dogs.**—No owner of any dog, known by the owner to be accustomed to pursue deer, shall permit such dog to run at large during the close season for deer in any locality where deer are usually found.

(6) **Idem.—**Any person harbouring or claiming to be the owner of such hound or dog shall be deemed to be the owner thereof; and any dog found running deer during the close season shall be deemed to be at large with the permission of the owner and may be killed on sight by any person, and he shall not be liable to any penalty or damage therefor. 3-4 Geo. V. c. 69, s. 13.

(7) **Flesh and skin not to be wasted.**—No person who has taken or killed any bird or animal suitable for food shall allow the flesh thereof to be destroyed or spoilt, and no person who has killed or taken a fur-bearing animal shall allow the skin thereof to be destroyed or spoilt.

(Continued on page 62)

News of Western Canada

Retailers Lack Enthusiasm in Their Profession

Public Must Be Educated to Realize That Retailer Represents the Most Economical and Efficient Method of Distribution of Merchandise to the Consumer—Merchant Called Upon to Repel Onslaughts from All Sides

Vancouver, B.C.—Speaking on the important subject of organization among retailers, Dr. W. J. Hindley, chairman of the publicity and education board of the Washington State Retailers' Association, recently addressed a gathering of retailers in Vancouver.

In explanation of the word "tact," Dr. Hindley told the Canadian R. M. A., a negro explained "politeness and tact" in this way. This darkey, sent to deliver a package to an apartment, rapped on the door, and received no answer. He rapped again, and a voice said, "Come in." He went in. Still he could see no one. He opened another door, and there was a lady in the bath tub.

"Now," said Mose, in telling of the incident, "I shut the door quickly and said, 'Excuse me, SIR.' "Now," added Mose, "the words 'Excuse me' were politeness, but that word 'SIR' was 'TACT.' "

Lack of Organization

"Gentlemen," said Dr. Hindley, "there are so many points in which our troubles as retailers are common to both sides of the line that I hope the time will soon come when we will act in harmony—your association and ours. The troubles and trials that we retailers have had to endure since the armistice have been, in a large measure, due to the fact that as a class we have not been organized. It is more and more necessary for the retailer to educate the public to the fact that the retailer represents the most economical and efficient method of distribution to the consumer. If we don't educate the public to our usefulness, we will simply, as a class, be exterminated—eliminated, like any of the past examples of creatures that have failed to adapt themselves to their environment.

"We have not had, as a class," continued Dr. Hindley, "sufficient esprit de corps—sufficient enthusiasm about our profession. The impression has got abroad that anyone with three thousand dollars and an empty store can start as a retailer, and make a go of it, without brains, and without training.

"That is why," he went on, "that Dun's and Bradstreet's show that 90 per cent. of those who initiate a retail business go broke. The retailers are especially under attack from all sides at this time."

Retailer on Defensive

Mr. Hindley explained the reason in this way. During the war the patriotism of the people made them accept all the prices and conditions that were imposed. But they all looked with longing to the day of peace, expecting that pre-war conditions would again apply and that prices would tumble and markets readjust themselves. The fact, though, was that from the armistice prices on all commodities soared—wages sky-rocketed — raw materials went up. The people simply revolted and protested against the H.C.L. With raw materials high, and labor's further demands, the manufacturer had to charge more for his product. The public does not know the manufacturer. With prices up, freight up and credits extended, the wholesalers and jobbers had to pass this accumulation of increases on to the retailer together with increased freights, increased selling expense, increased fares of travellers, etc.

"The retailer meets the public and is the collector of all this," declared Dr. Hindley; "nobody likes a collector."

"And in Canada," Dr. Hindley remarked, "the Government is making the retailer the collector of the taxes as well."

"Have the retailers ever gone to the press, whose very existence depends on these same retailers' advertising, and given them real information about retail problems, and co-operated with them in doing some educational work along the lines of the function of the retailer?" asked the speaker, adding: "they have not."

Then, he said, the farmers had completed a wonderful organization. Likewise, the labor people, as witness the various Government departments devoted to labor and agriculture—and the Government appropriations made toward their interests. The retailer had been passed by, simply by reason of his state of un-organization. This, too, in spite of the fact that the retail trade employs more men and women than any other single class—and pays more taxes.

"A small boy was once asked," said Dr. Hindley, "what was the cervical column? He said 'the cervical column is the backbone.' Everybody has one. They think with one end of it, and sit on the other."

The retail trade had been spoken of as the backbone of the community.

"But up-to-date," said the speaker in closing, "the retailer has been the sitting end of the backbone, and it's time he woke up and took his proper place at the other end."

Imperial Oil to Locate Distribution at Brandon

Location of an Imperial Oil Company distributing plant at Brandon has been announced. The cost has been estimated at between $250,000 and $300,000 for property, plant, office buildings, etc. The city of Brandon has agreed to close one street and three lines to enable Imperial Oil to build its plant on the site selected. Notice of the City Council's formal consent has been forwarded to the company. The general office building in connection with the plant will serve the company's needs for the western part of Manitoba and the eastern part of Saskatchewan. The intention is to erect the plant during 1921.

CANADA LEADS IN EXPORTATION OF SAFETY RAZORS

The imports of safety razors (including blades and blanks), into the United Kingdom from Canada during July, 1920, exceeded those of any other country.

The number of dozens imported from Canada was 690,128, and the total value £32,443, as compared with the total imports of 915,256 dozens, valued at £66,169.

The imports of hardware from Canada were 341 cwt., valued at £2,893.

Hon. C. C. Ballantyne Speaks of Big Exports

Federal Minister Sees Big Growth in Store—All Lines Steamers Already Receive Capacity Cargoes—Convinced that Bigger Business Obtainable When Shipping Available

MONTREAL. — "I was particularly impressed with a large delegation of lumber men who waited on me while I was at the coast, who convinced me, by their statements, that Canada was losing a large amount of export lumber business owing to the lack of ships and facilities. The first of these handicaps is now being overcome by the Government providing ships, and the question of a large lumber-assembling wharf will have the immediate attention of the Government. I expect all the Pacific coast ports to show development, particularly the Port of Vancouver. It will be, in my opinion, in the very near future, one of the most important national ports."

This sums up the enthusiastic manner in which Hon C. C. Ballantyne, Canada's Minister of Marine, referred to the outlook for export as viewed by him during a recent trip to British Columbia. Continuing, the minister said:

"I am of the opinion that export trade from British Columbia is only in its infancy. In addition to the splendid C.P.R. fleet, the Dollard, Blue Funnel and other lines, the Government are at present running ships from Vancouver to Australia and New Zealand, and also to the United Kingdom. These ships have so far had no difficulty in obtaining large cargoes both ways. The Canadian Government Merchant Marine, which is the operating company, will put on a service to India on November 1. They have under consideration, also, running ships from B. C. points to West Africa, South America, and the West Indies. The Government will have, when their ships are completed, sixteen ships in commission, of 120,000 net tonnage tons. All these ships will be operated from B. C. ports. Some are oil-burning boats and some are equipped with refrigeration plants."

In referring to conditions throughout the Canadian West, the Hon. Mr. Ballantyne said that business men had reported conditions active, and general optimism was expressed.

The Future of Steel Prices

Readjustment May Not Occur Before Next Spring—Effect of Improvement of Transportation on Iron and Steel Industry.

ACCORDING to the "American Metal Market," there is considerable discussion now in the various branches of the general iron and steel trade as to how long the present high prices will last. When "high prices" are mentioned the reference is of course to the prices of the independent steel mills, not to the prices of the Steel Corporation, which remain those of the Industrial Board schedule, first effective March 21, 1919. There is such a gap between the Steel Corporation and the independent prices, ranging from $13 to, say, $75 per net ton, that no one thinks about the Steel Corporation prices declining.

Interest in this subject of independent steel prices declining has been stimulated of late by two facts, the decreased demand and the stiffness with which independents are holding to prices, their tendency being to advance rather than reduce prices. One might have expected that when declines came they would appear first in the form of a gradual sagging, but with the demand decreased and prices stiffening the present indication is that when the decline does set in it will be in the form of sensational drops rather than in the form of a gradual sagging.

How Long Will This Last?

Among many who have thought the subject out the question really takes the form, "How long will present conditions and prices last?" The idea in the minds of these observers is that there will be a definite event, a clearly marked time, for the decline, hence the great question is, When?

On this subject there is quite a variety of opinion, while also many observers regard the question as too puzzling to admit of any attempt at answer. In some quarters the effort is made to gauge the amount of business now on books of independents, and after allowing for the new business that must trickle in from week to week, no matter how dull the market, set a time when the business will run out and the mills definitely seek orders. Sometimes the conclusion is reached that the headway will carry the mills clear through the winter, leaving it that next spring or early summer the "readjustments" will occur.

In other quarters it is denied that there can be any assurance of present conditions lasting any particular length of time, that they may as easily last twelve months as one month. The argument is that the position of buyers can change overnight, and that when there is a change of position it does not necessarily confine itself to the withholding of orders, that it may go farther and involve cancellations, and even still farther, involving resales. Thus there is a delightful variety of opinion from which to select, the only difficulty presented being in making the selection.

An interesting question bearing upon the whole matter is what attitude is really represented in a mill when it holds to its price or even advances its price, as some have been doing, whether that means that the mill is in a strong position or feels that the business it already has is in such jeopardy that all thought of booking additional business must be abandoned for the sake of protecting the business already in hand.

Another interesting question is the effect upon business generally, and upon the mental position of buyers, of an improvement in transportation conditions. Improvement has occurred, is occurring and will probably extend farther. On the one hand this may make buyers plan for larger business, and on the other hand it may relieve their minds of fear of scarcity and make them resolve to get along with smaller stocks. The writer has successively put this bare question to a very large buyer of steel products and a very large seller, each with much experience, and each was unwilling to express any opinion either way.

What Afterwards?

It may look like going around by Robin Hood's barn, but in the writer's opinion this matter of how long present conditions and fancy premium prices will last ought to be considered, in part, by reference to another matter, that after we have had what readjustment is before us we are going to have a period of good, sound and active business. Few men can be found who will assert that the next big thing in iron and steel is going to be a prolonged industrial depression. The readjustment in the minds of most men will be in a large sense a preparation for another and a safer and saner active period. If so, if men can look as far ahead as that, why put the beginning of the readjustment so far ahead? It hardly seems unreasonable to assume that there are but two alternatives, either that we are going to have a healthy readjustment quite soon, getting ready for more activity, or we are going to get into a period of prolonged and drastic readjustment, so great that one should not expect to see clear to the end of it.

Auto Supply and Repair Men of B.C. Join R.M.A.

The auto supply and repair men of British Columbia, who met together in March and decided to throw in their lot with the Retail Merchants' Association, are now enjoying the full benefits of the association, as their trade section is now a materialized fact.

Events in the Trade

Business Changes

Alsack, Sask.—Alsack Hardware Co. has been sold to E. K. Moffatt.

Midale, Sask.—J. V. Flury hardware is selling out.

Joseph Stokes Rubber Co. to Erect Plant in Canada

The Joseph Stokes Rubber Company, Ltd., Trenton, N.J., has purchased three acres adjoining the Grand Trunk Railroad, at Welland, Ontario, Canada, upon which a factory to manufacture hard rubber goods, plates and cells for batteries, etc., will be erected.

Canadians Purchase Tool Steel Company

Welland, Ont.—The plant of the Dillon Crucible Alloys, Limited, Welland, has been purchased by the Canadian Atlas Crucible Steel Co., Limited, and Canadian interests will be strongly represented in the company, as well as on the Board of Directors.

Atlas products will now be made in Canada.

The general sales office of the company will be at 133 Eastern Avenue, Toronto, Ont., with a warehouse in conjunction, and branch warehouses and sales offices at 326 Craig Street W., Montreal, also at Winnipeg, Man.

New Collingwood Factory

Collingwood.—The first sod of the new factory of the Imperial Steel & Wire Co. was formally turned by Deputy Reeve William Williams, in the presence of members of the Municipal Council, the Chamber of Commerce, and other business men. Lt.-Col. J. A. Currie, president of the company, said the new buildings would be much larger than those destroyed by fire in May, 1919, while the plant would be so expanded as to give an output of about 200 tons of wire products per day. Contracts for the building, Lt.-Col. Currie also said, have practically been awarded, local firms being the successful tenderers. Construction will be proceeded with immediately.

Whitby Seeks Industry

Negotiations are understood to be in progress between the Mauson Motor Company and the town of Whitby for the location of a plant in that municipality. An attempt is being made to interest Whitby capital in connection with the enterprise. The company proposes to make 1,500 motor cars a year. A campaign has been under way for some weeks to sell stock to Toronto capitalists.

Western Ontario Notes

Mr. and Mrs. E. H. Hillhouse, of Clifford, Ont., motored to Caledonia to vist with friends and then went on to Toronto where they attended the Exhibition.

* * *

Mr. and Mrs. H. S. Derbyshire, of Wheatley, have returned after spending a most enjoyable week motoring through the Niagara district.

* * *

Mr. and Mrs. T. B. Shillington, and family, of Blenheim, Ont., were recent visitors with friends at Exeter, Ont.

* * *

In the big Western Ontario Bowling Tournament held at Ridgetown, Ont., W. H. Goodhue, of Ridgetown, took an active part not only in the play, but in welcoming the visitors.

* * *

W. J. Heaman, merchant at Exeter, Ont., has been doing some record bowling recently. In the Scotch doubles tourney played at Exeter for the South Huron trophy his team won capturing no less than four games. In the Scotch doubles at Seaforth his team captured third prize.

* * *

Following a vacation of two months with friends at Palmyra, Wisconsin, Silas Reed, of Exeter, Ont., has joined the sales staff of the W. J. Heaman Hardware at Exeter, Ont.

* * *

Work on the new million dollar factory to be erected by the Ruggles Motor Truck Co., of Alma, Michigan, at London, Ont., will be commenced within thirty days. Construction would start sooner but great difficulty is being experienced in obtaining both steel and concrete.

* * *

A. W. Orton, of the Orton Motor Co., Ltd., Petrolea, was in London this week and stated to Hardware and Metal that manufacturing at the firms Canadian branch will be commenced this fall. The firm is arranging for a big exhibit at London Fair which opens Monday.

* * *

Negotiations are well under way for the location at London, Ont., of a half million plant for the manufacture of malleable iron castings and specialties for automobiles and motor trucks. An official announcement will be made shortly by the Chamber of Commerce.

* * *

H. R. Hawkey, hardware merchant at Winnipeg, who was killed in a motorcycle accident, was formerly employed at the Cowan Hardware in London and was well known in the city.

* * *

Following an illness of only a few days with appendicitis the death occurred at Exeter, Ont., of George H. Hoikey aged 34. He was a native of Crediton, Ont., and for twelve years was with W. H. Heaman and had full charge of the hardware store while Major Heaman was overseas with the 160th Huron Battalion. He was one of the most active members of Exeter Odd Fellows and the funeral which was held under the auspices of the lodge was very largely attended.

* * *

Earl Knight, of the sales staff of the Purdom Hardware Co., at London, Ont., has returned to work after having been ill for two weeks.

* * *

Robert Stannard has joined the sales force of Charles W. Summers & Son hardware, at London, Ont.

* * *

G. E. Tudor, of the Purdom Hardware Co., has returned after spending a very pleasant vacation at Grand Bend.

* * *

George Blinkhorn has resigned his position in the hardware of Charles W. Summers & Son, at London, Ont., to become assistant pricer with the Hobbs Hardware Co.

* * *

Major George W. Stacey, formerly of St. Thomas, sailed from Montreal on Wednesday on the steamer Scandinavian for England, where he now resides. He had been in Canada for some weeks in connection with official business.

* * *

The Purdom Hardware Co., of London, has completed arrangements for a big demonstration to be held at the Western Fair at London all next week. As a result of the splendid success attained at former fairs the firm has decided this year to keep two demonstrators at work during the exhibition, and has fixed up a most attractive display booth.

Electric Washer Industry

Manufacture of an electric washing machine will be commenced in Ontario by Universal Utilities Corporation, which has its headquarters at Alpena, Mich. This machine has been shown in Canada, and the manufacturers propose to make them in this country. They hope to begin production within the next two or three months if possible. One of the western Ontario cities will probably be chosen as a manufacturing location.

Windsor Joins Move for Government Gas Control

Windsor. — Endorsing the resolution passed at the recent conference on the application of the Union Natural Gas Co. for increased rates, Windsor City tonight unanimously decided to join in the move for Government control of the natural gas supply.

Kitchener Man Dies While in Dentist's Chair

Kitchener. — Lincoln Kuehner, foreman at the Dominion Tire Plant, died suddenly in a dental office here while he was being prepared for the operation of having some teeth extracted. He was 43 years of age and is survived by his wife and three sons.

United States Trade With Canada

United States trade with Canada for the 12 months ended July reached a total of $1,156,488,145, an increase over the corresponding period ended July, 1919, of $261,658,855. United States sales to Canada were $881,147,000, an increase of $186,289,285, while United States purchases from Canada were $537,000,000, an increase of $75,363,570.

Getting Rags From Europe to Make Building Paper

Montreal.—A considerable business is being done at the present time in the shipment from European countries of large quantities of rags for the manufacture of felt building paper, roofing slates and patent roofing. The rags are brought over in varying quantities by steamer, reaching Montreal, and this year a large local paper concern has, in return, begun the shipment of quantities of rags of a different grade collected on this side of the Atlantic, for the purpose of manufacture into articles for which a demand here is not readily available.

British and U.S. Imports

During June the imports into Canada from the United Kingdom amounted to $24,000,000, and exports thereto $33,000,000. From the United States the imports were worth $88,000,000, the exports totalling $46,000,000.

Sheffield Steel Products, Ltd.

The directors of the Sheffield Steel Products (Ltd.) have announced that the plant being installed at Templeborough will be capable of turning out 15,000,000 table knives a year. There are 500 cutlery manufacturers, big and little, in Sheffield. Hence, with this new plant at Templeborough, the cutlery output at Sheffield soon will be enormous.

Fisher Body Extension

Large additions to plant are be- made by the Fisher Body Company at Ford City, manufacturers of motor car bodies. The contract for the construction work has already been placed.

Death of Paper Manufacturer

John MacFarlane, a veteran paper manufacturer, died early this week at his home in Montreal, aged 79. The late Mr. MacFarlane entered the paper manufacturing business many years ago. After working, as a young man, with several paper companies, he joined the old firm of Angus and Logan. This, in time, developed into the Canada Paper Company, Ltd., and of this firm he organized the Toronto branch in 1880 and stayed there as manager for nearly two years. He later became a partner in the firm and eventually was chosen its president, retaining this position until his retirement in 1912. Among other things Mr. MacFarlane was a member of the Montreal Board of Trade.

Several Cities Revert to the Standard Time

Kitchener.—Daylight saving time, which has been in vogue here and in Waterloo since the beginning of last May, terminated Sept. 5 and standard time came into effect. It is likely that a referendum will be submitted at the municipal elections in January on the question whether daylight saving should be adopted annually in the two towns.

Galt.—This city, on Sept. 5, reverted back to standard time, and all churches held their services by it last Sunday.

Kingston.—On Sept. 5 daylight saving, which has been in effect in Kingston since May 1st, ceased for the year and the city reverted to standard time.

Brockville. — Brockville reverted to standard time on Sept. 5th, after having used daylight saving time for the past three months.

Increase in Street Car Fares in Winnipeg

Winnipeg, Sept. 4.—The Public Utilities Commissioner, of Winnipeg, Man., has issued an order authorizing an increase of one cent in the rates of fare on all cars of the Winnipeg Electric Railway Co. The following rates to become effective on September 1, 1920: Cash fares 7 cents; 4 tickets (good all times) 25 cents.

A CORRECTION

In an article dealing with the advance on enamelware, tinware, etc., appearing in last week's issue of Hardware and Metal, error was made in quoting the original discounts in Japanned ware and heavy galvanized ware with the result that the extent of the advance was not as stated. Japanned ware was formerly list plus 25 per cent. and is now list plus 33 1-3 per cent. Heavy galvanized ware was formerly list plus 35 per cent. and is now list plus 50 per cent.

Ford Co. in the East

Lancaster, N.B., has been selected as the site of one of the three assembling plants that have been decided upon by the Ford Motor Company in various parts of Canada. The entire scheme will involve the expenditure of approximately $5,000,000.

Nickel Corp. Enlarges

Erection of a $3,000,000 addition to the Sudbury plant for the production of monel metal will be undertaken by the International Nickel Corporation of Canada, in connection with which tenders are being received.

Merchants Will Prosecute Fraudulent Bankrupts

Montreal. — The work of the Merchants' Association of Montreal was brought under review in a report submitted by E. E. Wallace, the president, at the annual meeting held here today. It was stated that only $800 is required to complete the fund of $10,000 organized by the association for the prosecution of those who fail fraudulently either in Montreal or in Quebec Province.

Open New Agency

Montreal.—A. Gibson Brown and his brother, A. L., have opened an office at 207 St. James St., Montreal, under the name of A. G. and A. L. Brown & Company. This firm will conduct a general business as manufacturers' agents.

John A. Frazer Honored

At its last meeting on Thursday last, September 2, the Montreal Publicity Association unanimously elected John A. Frazer, sales manager Lewis Bros., Ltd., and an enthusiastic member of the association, as its president for the ensuing year. Mr. Frazer has already decided upon an energetic programme for the season, and his friends will wish him the best of success.

Canadian Export Trade

Canadian export figures for the first four months of the present fiscal year were: $56,445,119, against $90,328,285 for the corresponding period of last year. Imports in 1920 totalled $27,373,971, against $27,799,712. The trade balance in Canada's favor in 1920 was $29,071,148, against $62,528,573 for the corresponding four months of 1919.

Lewis Brothers, Limited, Montreal, have issued a new discount and dealers' net price list applying to their No. 51 catalogue of automobile supplies. Prices on this are effective from September 1, 1920, and any hardware dealers desiring a copy of this new discount and price list or a copy of the catalogue may have one by applying to the company at Bleury Street, Montreal.

Newsy Notes From Here and There

Montreal.—T. H. DeShriver, president T. H. DeShriver and Company, Auckland, New Zealand, was in Montreal this week calling on manufacturers whose lines his firm handles in the Pacific Dominion, and will be here for a short time.

* * *

Montreal.—Among visitors to the Toronto Exhibition this week were Tom Houghton, sales promotion manager, the Martin-Senour Company, and R. S. Daly, manager lead department; F. B. Pierson, representing Otto Bernz Company, manufacturers of plumbers' tools, etc, Newark, N.J., was a caller on the Montreal trade this week.

* * *

Montreal.—Victor Gagne, Lewis Bros., Ltd., spent his vacation partly in motoring through parts of Quebec and the Northern States.

* * *

Montreal.—Archie MacFarlane, of A. MacFarlane & Co., Ltd., left on Wednesday for England, where he will confer with his principals whose lines he sells to the Canadian trade. A. H. Jenkins, of A. C. Leslie & Co., is away in the North Country, enjoying his vacation.

* * *

Montreal.—Hon. Phillipe Roy, Canadian commissioner to France, came to Montreal this week from Quebec. Mr. Wittl, with the Gem Leather Goods Company, Milwaukee, Wis., was in Montreal this week making trade calls. Morris Wheeler, Canadian representative for Sargent & Co., was in the city for a few days; H. E. Haynes, Savage Arms Corporation, called on the Montreal trade during the week. Dufresne, of Lewis Bros., Ltd., is away on his vacation "seeing New York."

* * *

Montreal.—Hon. C. C. Ballantyne has been visiting in Montreal for several days past, where he delivered addresses. His Majesty's senior trade commissioner, Capt. E. J. Edwards, has been paying a visit to Newfoundland, part of his territory, and returned this week to Montreal.

* * *

Jarvis, Ont.—E. T. Carter, hardware merchant in Jarvis, Ont., was a visitor at the Canadian National Exhibition this week.

* * *

Toronto, Ont.—W. B. Gillespie, London, Ont., representative of Brandram-Henderson, Ltd., in Western Ontario, was a visitor at the Toronto branch of this company last week.

* * *

Toronto.—The following were among the visitors to Kennedy Hardware Co. during the second week of Exhibition: E. Patterson, representative of Jamieson & Patterson, Fordwich, Ont.; Thomas Rath, representative of Tweed Hardware Co., Tweed, Ont.; R. G. Boyd, Victoria Harbor, Ont.; Harry Connor, representative of Connor & Jones, Marmon, Ont.; J. J. Larrie, Maple, Ont.

Toronto.—Hardware merchants visitors to H. S. Howland, Sons & Co., while in Toronto during Exhibition, included the following:

Roy and Son, Earlton, Ont.; F. Bodwin, Kettleby, Ont.; Jones and Taylor, Amherstburg; H. R. Appleyard, Humberstone; M. Houston and Son, Nashville; R. Sellers, Brown's Corners; A. G. Snider, Vandorf; W. J. Simpson, Stroud; F. Blair, Galt; Sergeant and Son, Westwood; Hobble and Son, Brantford; M. Ezard, Clairville; N. B. Coleman, Desbarats; R. Blain, Brampton; Russel Simmons, Dundalk; S. H. Thompson, Cherrywood; Mr. Holt, Torrance; Geo. Teasdale, Laskey; H. S. McIntosh, Locust Hill; Carnegie Bros., Port Perry; Chas. Sargeant, Claremont; W. J. Smith, Shelburne; Revilly and Son, New Toronto; William Beatty, Parry Sound; J. E. Smilay, Tory Hill; Geo. E. Earle, Haliburton; H. W. Rowden, Cobalt; Christie Bros., Owen Sound; Jamieson and Patterson, Fordwich; H. Long, Port Credit; F. Clegg, Niagara Falls; H. A. Carpenter, Trafalgar; B. R. Brown, Lansing; Cressman, Ltd., Peterborough; O. B. Henry Drayton; J. Druar, Rostock; S. E. Jeffery, Teeswater; W. W. Leonard, Lakeeldfi; S. E. Eakins, Millbrook; C. Sargent, rep., Claremont; P. J. Bentley, rep., Millbrook; R. J. Walkin, Tottenham; Hopkins Mark & Co., Kinmount; W. W. Horn, Hampton; J. Pattison, Ceylon; H. E. Solomon, Grand Valley; J. Everist and Son, Scarboro Junction; A. B. Damude, Fonthill; E. E. Annis, Brougham; Bothwell Mfg. Co., Bothwell; Highland Creek Supply Co., Highland Creek; E. Prosser, New Toronto; J. W. Perkins, Woodstock; J. Smiley, Woodstock; D. Stinson, Omemee; O. Schmidt, Akron; W. J. Patton, Blackstock; W. J. Addison, Edgar; Jas. Holmes, Woodstock; D. Becker, New Hamburg; Mr. Drummon, Holstein; Huehm Bros., Heidleburg; S. L. Adolph, Listowel; J. H. Newall & Co., Ahmic Harbor; C. Mercer, Elizabethville; J. R. Brown & Son, Janetville; C. W. Stockford, Attwood.

Will Support the Protest Against 'Phone Increase

Ottawa, Sept.—Representatives of the Ottawa Board of Trade, Kiwanis Club, Retail Merchants' Association and Rotary Club, at a meeting recently under the auspices of the Ottawa Board of Trade, unanimously decided to tender the strongest support to the municipalities fighting the proposed rate increases asked by the Bell Telephone Company. A resolution setting forth the determination was passed without a dissenting voice, and after Mr. C. F. Sise, vice-president and general manager of the company, had set forth the company's reasons for the application.

Organizes New Branches of R.M.A. in Eastern Ontario

J. C. Campbell, secretary of the Ottawa and Eastern Ontario district of the Retail Merchants' Association, recently made an automobile trip through the eastern part of the province, organizing and generally furthering the interests of the retail trade in many small centres. He was accompanied on part of his trip by Henry Watters of the National Association and U. J. Gosselin, organizer. New branches were opened at Winchester, Chesterville and Cardinal, Ont., and the way was paved for the establishment of six additional branches in different places some time next month. On the trip, altogether 80 new members were gained for the association, and merchants generally were impressed with the useful work being accomplished by the association, and were very optimistic in regard to future retail trade conditions.

Thinks There is Big Future for Automobile Supplies

London, Ont.—A. W. Orton, president of the Orton Motor Co., Ltd., of Denver, Colorado, which is locating its Canadian branch factory at Petrolea, Ont., sees a tremendous future for hardware merchants and everyone who has anything to sell that auto and truck owners need.

"In spite of all the progress that has been made," he stated to Hardware and Metal, "the auto business is still in its infancy. There is a real need in the world for automobiles and auto trucks and everyone who has anything to do with the manufacture either of trucks, autos or accessories realizes the possibilities for business. The farmers are seeing in thousands that the auto is a vital factor in their business and they are buying in such numbers that the factories cannot keep up with orders. I am looking for two big developments in Canada, one will be the steady expansion of the demand for autos and auto accessories and the other will be the construction of millions of dollars' worth of new highways. This last will partly be a demand from auto owners for better highways and with improved roads will come a still greater demand for autos. Every auto and every truck that is made requires accessories and this end of the business is growing at a rate that only those who are closely in touch with it can appreciate."

Hardware Letter Box

MAJESTIC RANGE

E. O. Lindelblam & Co., Scotsguard, Sask.—Can you tell us who are Western distributors for the Majestic Range, and who are the manufacturers?

Answer.—The Majestic range is manufactured by the Majestic Mfg. Co., 2014-2020 Morgan St., St. Louis, Mo., and handled in Western Canada by McLennan, McFeeley & Co., Vancouver, B.C.

VACUUM CLOTHES WASHERS

J. A. Pringle, Arden, Ont.—Can you inform us who makes these?

Answer.—The article you mention can be had from the following firms — Vacuum Clothes Washers: Stewart, Skinner & Co., Worcester, Mass.

Smith, Phillips Mfg. C., 420 N. Sangamon St., Chicago, Ill.

Pirrung Mfg. Co., 4436 Greenview Ave., Chicago, Ill.

Metal Barrel Co., Galesburg, Ill.

L. D. Berger Co., 59 N. 2nd St., Philadelphia, Pa.

STEAM DISHWASHING MACHINES

The Sackville Hardware Co., Sackville, N.B.—Can you tell us where we can purchase steam dishwashing machines?

Answer.—T. S. Blakeslee & Co., Ltd., Sarnia, Ont.

Fearless Dishwasher Co., Rochester, N.Y.

McClary Mfg. Co., Toronto.

Success Dishwashing Machine Co., Wooster, O.

Insinger Co., Stenton Ave., Philadelphia, Pa.

CHISEL HANDLES

G. Wilford Campbell & Son, St. John, N.B.—Will you be good enough to give us the names of firms in Canada and the States who make chisel and drawknife handles.

Answer.—The following are makers:

Canada Spool & Bobbin Co., Ltd., Walkerton, Ont.

The Dainville Mfg. Co., Ltd., Dainville, Que.

Williams & Marvin Mfg. Co., Deep River, Conn.

Windham Handle Co., South Windham, Conn.

Buck Bros., Millbury, Mass.

McGrillis Handle Co., Norwalk, Ohio.

Piqua Handle & Mfg. Co., Piqua, Ohio.

COMBINATION PIPE WRENCH

W. C. Auld, Youngstown, Alberta.—Can you give us name of firm in Erie, Pa., who make combination pipe wrenches?

Answer.—Erie Tool Works, Erie, Pa.

Erie Mfg. and Supply Co., Erie, Pa.

Erie Stamping & Mfg. Co., Erie, Pa.

Jarecko Mfg. Co., Erie, Pa.

Lakeside Forge Co., Erie, Pa.

Reca Mfg. Co., Erie, Pa.

Reno Mfg. Co., Erie, Pa.

All above m[illegible]nches, but we believe the first named is the firm you require.

SILEX WOOD FILLER

J. B. Crawford Estate, Dutton, Ont.—Can you inform us where we can purchase Silex Wood Filler?

Answer.—Stewart & Wood, Ltd., York St., Toronto, can supply above.

QUEBEC HEATER WITH OVEN

Filton Hardware, Sault Ste. Marie, Ont. — Who make Quebec stoves with ovens attached?

Answer.—Among stove firms making these are the following:

The Thos. Davidson Mfg. Co., Ltd., Montreal.

The McClary Mfg. Co., Ltd., Toronto.

Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Findlay Bros. & Co., Ltd., Carleton Place, Ont.

The Beach Foundry Co., Ltd., Ottawa.

United States Trade with Canada

Ottawa. — United States trade with Canada for 12 months ended with July reached a total of $1,156,488,145, an increase over the corresponding period, ending July, 1919, of $261,658,855. United States sales to Canada were $881,147,000, an increase of $186,289,285, while United States purchases from Canada were $537,000,000, an increase of $75,363,570.

Storage Battery Plant for Toronto

Toronto. — The Wilkinson Plough Works have sold the northern part of their land fronting on Wiltshire Avenue and running back to the Grand Trunk tracks, immediately west of the Canadian Allis-Chalmers plant, to the Willard Storage Battery Company, for $70,000. The site has an area of three acres and the purchasers intend to start at once on the erection of the first unit of a series of buildings for the manufacture of their batteries in Canada. It is understood that this industry was secured for Toronto through the instrumentality of Industrial Commissioner Cousins. The land sale was negotiated by the Realty Service Company.

This makes the fourth storage battery plant to locate here.

Canadian Export Trade

Canadian firms who would like to receive information about trade opportunities overseas should notify the Commercial Intelligence Branch of the Department of Trade and Commerce that they are interested in export trade.

ENVOYS EXTRAORDINARY

—From London "Punch"

Prime Minister (To Bolshevist Delegates:) "Happy to see you, gentlemen. But would you mind going round by the tradesmen's entrance, just for the look of the thing?"

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

CLARK HEATERS

The Chicago Flexible Shaft Company, 5,600 Roosevelt Road, Chicago, Ill., is featuring a double use for the Clark Indestructible Steel Heater.

This heater burns the Clark carbon brick, its efficient heat lasting, it is said, 12 to 14 hours, with no flame, smoke or

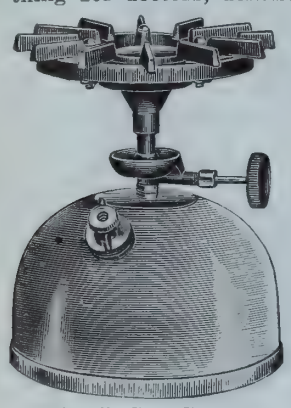
Clark Steel Heater

odor. Quick and easy to operate, ready for use in five minutes and keeps passengers comfortable in open or closed cars.

The same heater can be placed under the hood on opposite side from carburetor to keep the engine warm when car is standing in garage or in the street. This does away with starting troubles common in cold weather.

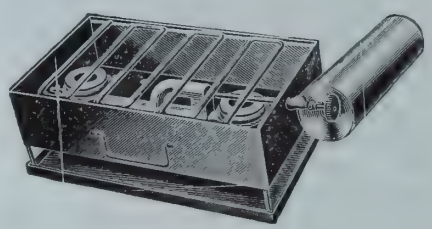
NEW OIL AND GASOLINE STOVES

The American Gas Machine Co., Inc., of Albut Lea, Minn., are manufacturing the "Kero-Gas Stove" which is said to be handy for light housekeeping and just the thing for doctors, dentists etc.



"Kero" Gas Stove

It consists of a brass fount finished in polished nickel with 6 1-2 inch stand on top for kettle, will burn either gasoline or coal oil, being furnished with a tip for each; it holds about a quart, sufficient for 6 to 8 hours burning, is compact and handy, size being 6 1-2 inches diameter, height 8 inches. Another line of theirs which should appeal to campers, automobile and motor boat owners is the "American Kamp Kook," which is designed especially for outdoor cooking and is said not to be af-



"Kamp Kook," Open

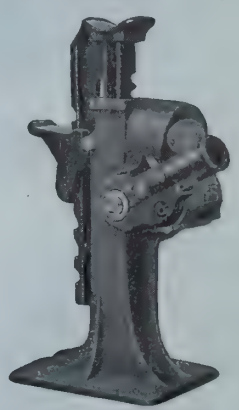
fected by wind. The Kamp Kook burns ordinary gasoline and eliminates all fuel worries. It burns about three hours on one filling and is very com-

"Kamp Kook," Closed

pact, all parts being enclosed in case, measuring 14 1-2 x 8 x 3 1 2 when not in use. Weight is 8 pounds.

DUFF AUTOMOBILE JACK

The Duff Mfg. Co., Pittsburgh, Pa., are offering a new universal auto jack No. 411 for which they claim special features. It has a handle twice as long as the ordinary one, making it easy to operate



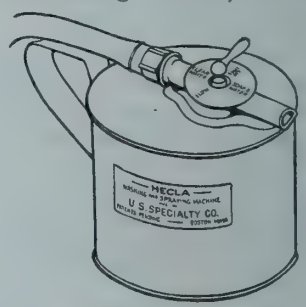
Duff Automobile Jack

with increased leverage and avoiding soiled clothing. When not in use handle uncouples to half its length. The jack is said to operate with a long or short stroke as desired and with handle inclined at any anggle, making it especially suitable for cars with gasoline tank or other obstructions in rear.

The range of adjustment possible is from 4 to 18 inches and capacity 1 1-2 tons.

HECLA WASHING AND SPRAYING MACHINE

The U.S. Specialty Co., Boston, Mass., are putting a new apparatus on the market which they say is equally useful for spraying plants, shrubs and trees, for cleaning and spraying poultry houses, disinfecting rooms, for washing



Hecla Spraying Machine

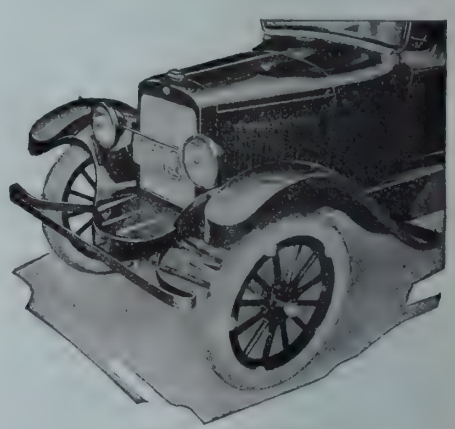
down house and store fronts and floors and also for cleaning automobiles.

The machine is in the form of a can with valve control and hose is fastened to it as shown in illustration. The soap or disinfecting fluid or powder is placed in can and tap and valve turned on. A turn of the lever stops the soap and produces a stream of clear water for rinsing.

THE WAYNE BUMPER

The Wayne Bumper Co., Fort Wayne, Indiana, is manufacturing and distributing a new bumper which has been endorsed by the Willys-Overland Co. as the best spring bar bumper for the Overland "4."

The makers claim that it is strong



Wayne Bumper

and durable, looks neat and is easily attached in six minutes without removing any part of car or drilling of holes. All the attachments, including bolts, brass, etc., are covered by the pan covering the springs, giving the bumper the appearance of an original part of the car.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

MOST of the changes that have taken place this week are in goods that will be shipped out next spring such as garden tools, sprayers, lawn rollers, hay rakes, and harvest tool handles, scythe stones, etc.

Turpentine and linseed oil is lower in price but "Hardware and Metal" understand that the American flax crop is considerably below previous estimates and linseed oil is expected to go higher.

Cotton rope, sash cord and waste are quiet and some expect a decline.

Advances are made on grindstone fixtures, stove pipes, injectors and grease cups and higher prices are quoted on claw-bars and sash weights. Some lines of saddlery hardware are marked higher. Stoves seem likely to advance at any moment.

The increased freight rates announced this week are higher than was generally expected by the trade and the effect will be felt in many hardware lines especially among the heavier class of iron and steel products and in white lead, paint and oils and to a less extent on lighter goods. The opinions of many manufacturers and jobbers on the subject are given in "Hardware and Metal" and when the facts have been digested it will be possible to judge better what effect the new rates will have on prices generally.

Many lines are still very scarce and while the railroad situation is said to be better, deliveries of raw and finished or partly finished materials from U.S. steel mills are still a very long way behind and production is hampered in many industries.

Wire nails are very scarce as are also Canada plates and galvanized sheets and bar iron and steel.

Business is a little quieter and collections are said to be satisfactory.

MONTREAL MARKETS

MONTREAL, Sept. 10.—Hardware market prices are still changing, and almost without exception these changes record increases. There is a little easier tendency on two or three commodities, cotton goods being quiet, and, some think, due for a decline. Lead products are easier and ingot metals are lower in price due to exchange readjustment and also due to lower prices on some of these at producing points. Advances are made on various lines including stove pipe dampers, stove boards, coal hods, grindstone fixtures, wash tubs and pails of galvanized make, and new discounts are effective, as already stated, on various enamelled and other wares. Stove pipes are marked higher. Injectors and ejectors, grease cups and other kindred lines are revised through a change of discounts. Food chopper prices are higher, as is also some saddlery hardware. All oils are firm at recent advances, as is also gasoline. It is anticipated that an early change will be made on nail "extras." Canada plates are still scarce and dear. Stoves are likely to advance at any moment. Sad iron handles of various numbers are marked higher. Frying pans are higher, as are also claw bars and sash weights.

The present condition of trade is satisfactory, there being activity in country orders. Industrial plant demands are more limited, however, but altogether there is quite a brisk demand.

More Sheets to Come But Prices Hold Steady

Montreal.

SHEETS AND PLATES.—Prices on galvanized and black sheets are still held unchanged. There is a decided improvement, however, in the arrival of supplies of English sheets, and this means that the trade will be entitled to at least some relief in the way of increased offerings of sheets. Eventually, but probably not for some time, this ought to mean an easier price to the trade. Transportation by water routes is said to be favorable at the present time.

BLACK SHEETS—		
10 gauge	....	10 95
12 gauge	....	11 00
14 gauge	....	11 05
16 gauge	....	11 15
18-20 gauge	....	11 20
22-24 gauge	....	11 25
26 gauge	....	11 30
28 gauge	....	11 45
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	13 00
28 gauge	....	12 60
26 gauge	....	11 25
22 to 24 gauge	....	12 05
20 gauge	....	12 05
18 gauge	....	12 05
16 gauge	....	10 75
English Standard—		
28 gauge	13 00	13 50
26 gauge	12 75	13 25
24 gauge	12 15	12 65
22 gauge	11 80	12 30
18 and 20 gauge	11 35	11 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Old Material List Holds Quite Steady

Montreal.

OLD MATERIAL.—Owing to the better demand for old scrap, and especially for heavy iron waste material, there has been a better undertone and a brisker movement of these lines to foreign buyers. Whether this will continue is not definitely defined as yet, but there will perhaps be a higher price available for what the old metal trade has to offer if this outside demand continues at present prices. There is not a great deal of old scrap arriving from outside buying points.

Dealer's Buying Prices		
Automobile tires	0 02½	0 03
Yellow brass	0 09	0 10
Red brass	0 16	0 17
Light brass	....	0 06½
Scrap zinc	....	0 06¼
Lead, heavy	0 06	0 07
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	19 00	20 00

Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	14 00
Stove plate, per ton	....	30 00
Heavy melting steel	24 00	25 00
No. 2 busheling	10 00	12 00
Boiler plate	17 00	18 00

Solders Take a Tumble; Lead Products Easier

Montreal.

LEAD PRODUCTS in general are easier in tone and this is due to a weakening of the basis for pig lead. While no new quotations are at hand on lead sheets or lead pipe these may come later. Bar solders are lower to the extent of 2 cents a pound all around, and wire solders, too, are lower in price. There is a fair demand in limited quantities for these products.

Lead pipe, per 100 lbs.	17 00
Lead waste, per 100 lbs.	18 00
Note.—Lead pipe is subject to a discount of 10%	
Lead traps and bends	List plus 30%
Lead wool, lb.	0 16
Lead sheets, 2½ lbs.	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb	0 13¼
Do., 4 to 8 lbs. sq. ft.	0 13
Cut sheets ¼c lb. extra and cut sheets to size. ¾c lb. extra.	
Solder, guaranteed, lb.	0 35½
Solder, strictly, lb.	0 33½
Solder, commercial	0 31
Solder, wiping, lb.	0 30¾
Solder wire (8 gauge)—	
40-60	0 36¼
45-55	0 38½
50-50	0 41
Zinc sheets, casks	0 16½
Do., broken lots	0 17

Advance Is Made on Stove Pipe Dampers

Montreal.

STOVE PIPE DAMPERS.—Cast stove pipe dampers have been advanced in price, 5 inch selling at $17 per gross; 6 inch at $18.25, and 7 inch at $25.

Prices Marked Up on Grindstone Fixtures

Montreal.

GRINDSTONE FIXTURES. — Grindstone fixtures have been advanced in price and are now selling at: No. 1, $10 per dozen; No. 2, $10.80; No. 3, $12; No. 4, $23.50.

Wash Tubs of Steel Costing Trade More

Montreal.

GALVANIZED TUBS.—In accordance with the advance made for various wares ordinary galvanized wash tubs are now selling as follows: No. 1, $19.84 per dozen; No. 2, $21.60; No. 3, $24.54.

Galvanized Water Pails Have Been Marked Up

Montreal.

GALVANIZED PAILS.—The following prices apply on galvanized pails in accordance with the recent advance for various stamped wares. Flaring, No. 11, $7.20 per dozen; No. 12, $8; No. 13, $9.12; No. 14, $10.56. Dufferin, No. 12, $6.40; No. 14, $7.20; No. 16, $8.16.

Stove Pipe Prices Definitely Higher

Montreal.

STOVE PIPE.—Owing to the recent advances made on sheet metal goods, and as a direct result of the scarcity of Canada plate, stove pipes have been advanced. Six inch "Ideal" are now priced at $26.46 per 100 lengths, and 7 inch at $27.28 per 100.

Various Brass Goods Registered Advances

Montreal.

VALVES, INJECTORS.—Present discounts on a number of Penberthy valves, etc., are revised as follows: Injectors now carry a discount of 40 per cent., ejectors, 55 per cent., water gauges, No. 1A and 2A, 40 per cent.; No. 81, 84, 88, 81G, 84G, 88G, add 20 per cent. to the list. Air cocks are 5 per cent. off. Grease cups 33 1-3 per cent. off, oil cups No. 300, 301 and 303, 5 per cent. advance, and lubricators No. ½, $11.80 each, and No. 1, $14.35 each. Oil cups No. 305 and 304 are now priced at net list.

Food Chopper Prices Take on New Advance

Montreal.

FOOD CHOPPERS.—New list prices are effective on Maxwell line of food choppers. Model No. 5 are now listed at $22, and No. 6 at $36; No. 7, $50 per doz. Jewel No. 15 are listed at $31; No. 25, $35; No. 30, $50. The trade discount on both lines is 20 per cent.

Saddlery Hardware Now on New List Basis

Montreal.

SADDLERY HARDWARE.—A new list has been issued, No. 97, indicating new prices on Eberhard saddlery hardware. The above list is now in effect showing some advances on various lines.

Prices Iron and Steel Hold on Steady Basis

Montreal.

IRON AND STEEL.—Prices have remained steadily unchanged on bar iron and steel. The undertone is firm, however, and there is every likelihood that there will be continued difficulty in obtaining required sizes if workmen remain away from the mills indefinitely. In the meanwhile the country trade has remained active and there will be a continued demand for bars from this source, doubtless.

IRON AND STEEL

Iron finish machinery steel		$5 05
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		5 50
Tire steel		5 20
Toe calk steel, per 100 lbs.		5 90
Band steel		6 00
Harrow tooth steel		5 15
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Common bar iron, per 100 lbs.		4 65
Refined iron, per 100 lbs.		5 65
Mild steel		5 00

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Coal Oil Unchanged; Gasoline Sells at Advance

Montreal.

OIL AND GASOLINE.—There is a steady demand for coal oil and prices remain steady but unchanged, ordinary grade being quoted at 31 cents per gallon. Gasoline, at the advances made recently, is actively selling and oil companies state that there is no let up in the request from the trade. Motor grade is quoted at 43½ cents, and illuminating at 48½ cents per gallon. Lubricating oils are seasonable sellers at the 5 to 6 cent advance made recently.

Change Is Anticipated in Nail Differentials

Montreal.

NAILS.—It is expected that there will be an early revision of the "extras" on nails, and this means that while the basis may not be changed, there will be an actual advance for many sizes. Before the end of the week there is strong probability that this may be effected in trade circles here, and if this is done the United States basis will perhaps be adopted. Some sizes of wire nails are still difficult to obtain. The base price on standard wire is held at $6.40 per keg and that on cut $6.90.

See Little Hope of Getting Canada Plates

Montreal.

CANADA PLATES.—Latest advices are to the effect that there is little encouragement to the trade regarding an early receipt of Canada plates in such quantities as the trade requires. Stove pipes will be dear this fall, and have, in the manufactured grades, already advanced. There is a brisk demand for the plates just now.

Stoves Will Soon Cost Trade Somewhat More

Montreal.

STOVES, RANGES.—Prices will soon be higher on various stoves and ranges. That, at any rate, is the strong probability. Already odd lines of these have been revised upward in one or two quarters, and this is very definitely in accord with recent advices appearing in the columns of Hardware and Metal. Just what the average increases will be it is impossible to say definitely, but it is very probable that 5 to 10 per cent. will be added, and in some cases perhaps more. The new freight rates effective next week will be a new feature not previously considered, and the dealer, in any case, will be faced with higher costs to lay the goods down from the manufacturer, regardless of whether manufacturers' costs from this source are at once affected.

Quiescent Condition Surrounds Rope Market

Montreal.

ROPE AND CORDAGE.—Prices have been without change during the past week, pure manila rope basis being 35½ cents, British and New Zealand or beaver manila, 28 cents, and sisal 22½ cents. Some expect that there will, of course, be an increase of price to cover added charges for rail transportation, but this is not yet decided or figured out definitely.

Complete Revision Made; All Ware Prices Higher

Montreal.

WARES.—The advices given last week relative to the advances made by manufacturers for wares covers a comprehensive list of products including enamelled wares, stamped and picced wares of plain, retinned and japanned finishes. Tubs and pails, fire shovels, galvanized ware, coal hods, stove boards, etc., are in the list, and the advances, as before stated, are due to the high prices and scarcity of the raw material. Revised discounts on the various wares will be found elsewhere in the current quotation lists.

Range Boilers Steady; Stocks Reported Ample

Montreal.

RANGE BOILERS.—It is stated that, while there has been no recent advance in the basis for range boilers, this has been the result of fortunate buying of raw material on the part of the manufacturer months ago. The undertone is steadily firm and supplies are said to be adequate to take care of the needs of the trade.

Sad Iron Handles Take on New Prices

Montreal.

IRON HANDLES.—New high prices are effective for sad iron handles, the following quotations being given out by the jobbing trade: No. 3, per gross, $37.50; No. 5, $25; No. 10, $28.

Frying Pans Higher; Some Net Prices Here

Montreal.

FRYING PANS.—In accordance with the advances made on various ware, frying pans of steel make are selling at the following advanced prices: No. 00, $3.12 per dozen; No. 0, $3.75; No. 1, $4.70; No. 2, $5.30; No. 3, $6.

Demand For Rifles and Guns; Are Costly

Montreal.

FIREARMS.—Various advances are made from time to time, jobbers state, on some grades of firearms, although no definite or concerted advance has been made. Regardless of the high prices obtaining and the tax now imposed on these "luxuries," as they are classed for Government purposes, it seems to have no effect on the output. There is a good sale for these lines, and as stated the market is very firm and advancing from time to time.

New High Prices Rule on Claw Bars

Montreal.

CLAW BARS.—An advance has been made in the jobber's price on claw bars which are now selling at $15 per 100 lbs.

Sash Weight Prices Take on New Advance

Montreal.

SASH WEIGHTS.—Another increase in the price of sash weights has been registered here, and solid are now selling at $6.25 per 100 lbs., and sectional at $7.50. This is the second advance in a short while.

Easier Undertone on Most All Ingot Metals

Montreal.

INGOT METALS.—Prices have eased considerably on nearly all ingot metals. This is due, very largely, to the change in exchange rates, and if this softening continues there will perhaps be lower quotations still.

TIN.—This is easier at 54-55 cents a pound, and there is a steady though seasonably limited volume of business.

COPPER.—Half a cent has been lopped off the price of both electrolytic and casting grades, the former now selling at 24 cents and the latter at 23½ cents.

LEAD.—Virgin lead is easier in price, due to declines in primary centres. The present price is ruling around 9¾ cents, while re-melted lead is half a cent cheaper.

ANTIMONY.—A full cent a pound has been lost on this, the week's quotation being 9½ cents in jobbing circles.

SPELTER.—This has lost a quarter of a cent. per pound, the quotation now being 10½ cents.

ALUMINUM.—Thirty-seven cents a pound is quoted on this, and there is a steady, though limited, demand for the product.

TORONTO MARKETS

TORONTO, Sept. 11.—While details of advances in prices are perhaps less this week than usual there are a good few changes. The feature of the week is the announcement of the amount of the increases in freight rates. This was expected, but it is larger than was generally anticipated. What effect it will have on hardware prices is not fully known as yet, but the matter is dealt with in another place in this issue.

Most of the changes in prices that have taken place this week are in goods to be shipped next spring, such as sprayers, garden tools, hay-rakes and harvest tool handles, scythe stones and lawn rollers which show an increase up to 25% above previous prices.

Ready roofings are higher in price and gasoline and axle greases show a higher level. Glass lamp founts advance about 25%.

Business is generally a little quieter though it is expected with so many travellers off the road during the time the Exhibition is on, but bookings for next spring delivery in various lines are coming forward satisfactorily.

The demand for fall goods, stoves and heaters, firearms and ammunition continues good.

Shortages still exist among many lines; and sheets and plates, iron and steel, wire and wire nails are among the articles which it is especially difficult to get delivery of. Large head American roofing nails are still very scarce.

Collections are said to be very satisfactory.

Brass Goods Unchanged; Demand Quieter

Toronto.

BRASS GOODS. — The demand for brass goods—valves and compression work—has fallen off somewhat, though volume of business is seasonable. No change in prices is reported and quotations on principal selling lines will be found on current market pages.

Oakum and Waste Firm But Unchanged

Toronto.

COTTON WASTE AND OAKUM.—Sales of these have been seasonable and prices rule firm and unchanged. No alteration is expected and prices are as shown on current market quotation pages.

May Book Rope at Present Prices

Toronto.

ROPE AND TWINE.—Business is quieter and the bulk of this season's trading is finished in rope and twine, except sorting up orders.

In booking for next season's requirements it is possible that orders may be taken at present prices, subject to any decline. This plan used to be followed but has been abandoned since the war started and bookings have been without quotations on the rising markets.

If orders are booked at present quotations it would seem to indicate that manufacturers do not anticipate prices going any higher.

Present prices are as follows:

Pure Manila, basis 35½c per lb.; Beaver Manila, basis 28c per lb.; New Zealand Hemy, basis 28c per lb.; Sisal, basis 22½c per lb.

Nails Scarce and May Advance

Toronto.

NAILS. — Though no advance has taken place here on nails, it is not regarded as unlikely that higher prices may be asked shortly. Stocks are low and many sizes are extremely difficult to obtain. The new freight rates are regarded as almost certain to affect the price of nails, added to which a new list of extras is out on U.S. markets. Quotations here are unchanged but buyers may find it difficult to purchase any quantity at present prices.

Coal Oil and Gasoline Firm

Toronto.

COAL OIL AND GASOLINE. — No change in price of coal oil has taken place but an advance as soon as increased freight rates take effect would not be surprising.

Prices for Royalite are 29½ cents gal. and Polarine 32½ cents.

Gasoline is quoted at 42 cents per gal. net.

Sheets Firm and Scarce, Black and Galvanized

Toronto.

BLACK AND GALVANIZED SHEETS.—No improvement is noted in deliveries of black and galvanized sheets, and notwithstanding optimistic headlines regarding more cars and increased production, etc., the fact remains that the whole sheet metal industry is approximately six months behind in making deliveries.

With increased demand from all classes of industry a much larger production must take place before any relief is afforded.

Prices are unchanged, though nominal, and what effect the increases in freight rates will have on prices is at present unknown.

BLACK SHEETS

14 gauge	....	$8 95
16 gauge	....	9 00
18-20 gauge	....	9 45
22-24 gauge	....	9 50
26 gauge	....	9 55
28 gauge	....	9 65
3-16 inch plate	....	9 75
¼-inch boiler plate	....	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	$12 00	$12 50	$12 00	$13 25
U.S. 28	11 45	12 70	11 45	12 85
U.S. 26	11 15	12 40	11 15	12 55
22 and 24	11 00	12 25	11 00	12 40
18 and 20	10 70	11 95	10 70	12 10
16	10 70	11 95	10 70	12 10
12 and 14	10 55	11 20	10 55	11 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Tendency For Higher Woodenware Prices

Toronto.

WOODENWARE.—The demand for all classes of woodenware this season has taxed the supply and prices are continually being revised upwards. Most makes of washboards were recently increased in price and higher quotations are in force on clothes pins, step and extension ladders, butter bowls and bake and ironing boards.

Ice cream freezers for next spring have been increased in price and practically everything into which lumber enters has had to bear increased costs.

Higher Prices on Ready Roofing

Toronto.

READY ROOFING. — Practically all makes of ready roofing have been advanced from 10 to 20 cents a square, depending on qualities. The advances, manufacturers say, are on account of increased cost of materials and high prices that have to be paid for wool rags used in the felt.

Garden Tools Higher For Spring

Toronto.

GARDEN TOOLS.—Higher prices are quoted on garden tools for next spring and various articles such as rakes, hoes, lawn rollers, sprayers, etc., show an increase in prices up to 25 per cent. beyond this season's prices, indicating that prices are not likely to be any lower on this class of goods.

Harvest Tool Handles and Hay Rakes Higher

Toronto.

HARVEST TOOL HANDLES. — Advances of different amounts have taken place on hay rakes and harvest tool handles for next season's booking. Scythe stones are also marked up in price.

Pliers and Wrenches Moving Out Well

Toronto.

PLIERS AND WRENCHES.—There is a good sale at the present time for pliers and wrenches, both for machinists' use and motorists' kits and the Crescent line of pliers, which have been scarce till recently, are now available in better quantities.

Lamp Founts 25% Higher in Price

Toronto.

LAMP FOUNTS.—American one-piece lamps, assorted sizes, three dozen to barrel are now 25 per cent. higher in price.

Five Per Cent. Increase in Folding Lunch Boxes

Toronto.

FOLDING LUNCH BOXES. — The Canadian make of folding lunch boxes have been increased in price 5 per cent.

Wrought Pipe Still Firm and Scarce

Toronto.

WROUGHT PIPE.—There is said to be no improvement in the supply of black and galvanized wrought pipe. Skelp is ruling firm at the mills and transportation shows very little signs of mending. While there is a shortage and orders given months ago have not been filled there seems to be a hesitation and holding back on the part of buyers although it is anticipated that present prices may go even higher with the added cost of higher freight rates.

Latest quotations are as follows:

Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
⅛	$ 6 50	$ 8 50	$.....	$.....
¼	5 31	7 41	5 91	8 01
⅜	5 31	7 41	5 91	8 01
½	7 10	8 63	7 95	9 48
¾	8 80	10 87	9 95	12 02
1	13 01	16 07	14 71	17 77
1¼	17 60	21 74	19 90	24 04
1½	21 04	25 99	23 79	28 74
2	28 31	34 97	32 01	38 67
2½	44 75	55 28	....	....
3	58 52	72 29	....	....
3½	74 06	90 62	....	....
4	87 75	107 37	....	....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
2	$32 01	$ 38 67	$35 71	$42 37
2½	48 26	58 79	54 11	64 64
3	63 11	76 88	70 76	84 53
3½	75 90	92 46	85 10	101 66
4	89 93	107 55	100 83	120 45
4½	1 05	1 29	1 30	1 54
5	1 22	1 50	1 52	1 80
6	1 58	1 95	1 97	2 33
7	2 06	2 53	2 53	3 01
8L	2 16	2 66	2 66	3 16
8	2 49	3 07	3 07	3 64
9	2 98	3 67	3 67	4 36
10L	2 77	3 41	3 41	4 05
10	3 56	4 39	4 39	5 21

No Change in Pipe Fittings

Toronto.

PIPE FITTINGS—The demand for fittings continues, though it has dropped a little. Dealers are short in stocks and have been trying to catch up on back orders and fill up on sizes that have been short and hard to obtain for the past few months. No change in prices has been reported and latest quotations are as follows:

PIPE FITTINGS

Cast iron fittings	Plus 10%
Plugs	7½%
Bushings	10%
Unions, ¼-in. to 2½-in.	30%
Do., ⅛-in. to 3-in. and larger	25%
Dart unions, ¼-in. to 2 in.	8%
Do., 2½-in. and larger	5%
Nipples, up to 4-in.	50%
Do., 4½-in. and larger	40%
Do., running thread, 4-in. and under.	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

Supply of Stoves Less Than Demand

Toronto.

STOVES AND RANGES—There is said to be a good demand for stoves and ranges for fall and manufacturers are shipping out as fast as they are able with production limited by scarcity of raw material and difficulty in securing

same through delays in transportation and other causes. It does not look as if we can expect to see any lower prices on stoves for some time to come.

Axle Greases Now Costing More

Toronto.

AXLE GREASE — An advance has taken place on the prices of axle grease and it adds about a cent to the cost per pound. This conforms to the recent advances on the different grades of lubricating oils.

Heaters Moving Well; Both Oil and Electric

Toronto.

ELECTRIC AND OIL HEATERS — The approach of cooler evenings and early mornings has, as it always does, stimulated the sale of oil heaters and electric radiators. These are moving out well and the portable heater of the Majestic type is especially a favorite.

Uncertainty in Iron and Steel Market

Toronto.

IRON AND STEEL—The iron and steel market seems to be in an unsettled condition at the present time and though no changes have as yet taken place in prices it is a pretty general opinion that an advance is bound to come and that it has been held back, and that present prices, high though they may appear in comparison to those of a few years ago, are lower than present conditions warrant.

Stocks in hand are low and supplies are being offered by U.S. mills, but at prices that buyers here cannot touch, as they say the day has gone by when they would buy at any price.

The Steel Corporations claim that the railroads have hampered business and strikes have kept prices up, but that there are quantities of steel waiting to be shipped.

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and lighter	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 50
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 00
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....
Mild steel	5 50
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

Firmness Shown in Lead and Zinc Products

Toronto.

LEAD AND ZINC PRODUCTS — Firmness is being shown in prices of lead and zinc products, and although foreign lead is being imported in fair quantities no weakening of home markets is announced.

Quotations on principal lines remain unchanged.

Lead pipe, list, per lb.	0 17
Do., over 8 in., list, per lb.	0 19
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 43
Solder, strictly, lb.	0 35
Solder, commercial, lb.	0 33
Solder, guaranteed, lb.	0 39
Solder, wiping, lb.	0 33
Lead waste pipe, list, per lb.	0 18
Zinc sheets, per lb.	0 19

Dullness Reigns in Waste Materials

Toronto.

WASTE MATERIALS—Reports indicate that the market for waste materials keeps dull and quiet. In metals, steel scrap has had fair trading, with yellow metals the slowest. No change of consequence is noted. Following are average prices:

WASTE MATERIAL

To. 2 busheling	$13 00
Stove plate, pe rton	32 00
Yellow brass	0 10
Red brass	0 15¾
No. 1 machinery cast	33 00
Heavy melting steel	15 00
Heavy copper	0 17
Scrap zinc	0 06
Light brass	0 08
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Heavy lead pipe	0 05¾
Tea lead	0 03
Automobile tires	0 02½

Demand Dull For Ingot Metals

Toronto.

INGOT METALS—Exceptional dullness has been the rule for the past few weeks in all ingot metals. Little change has taken place and tin alone has been active.

TIN—This metal has been in better demand and lower prices have been quoted on home and foreign markets. Local quotations are from 53 to 55 cents per pound.

LEAD—Lead has been firmer on local markets. Imports continued to arrive but lower prices on London markets have not affected New York or home markets, and local quotations are on basis of ten cents.

COPPER—There does not appear to be any shortage of copper and the market is characterized by dulness.

Prices for casting copper, 24 cents per pound.

ANTIMONY—Stocks are said to be adequate, but lighter with a little more demand, and quotations 10 cents.

SPELTER—Not much demand is reported and price is round 10¾ cents.

ALUMINUM—Imported aluminum is said to be available in larger quantities, but prices remain about 37 to 39 cents.

LONDON MARKETS

LONDON, Sept. 9.—Business is reported good here this past week. Among the articles which have been advanced in price are hay knives, ash sifters, brass headed tacks, and oiled and annealed wire. Lower prices are quoted on linseed oil and turpentine.

Prices generally are pretty firm and fall lines are moving out freely. Among them particularly are oil and electric heaters, stoves and stove accessories. Builders' hardware is also in good demand. Nails are in demand but are very scarce.

Ready roofing is finding a steady sale and is higher in price.

Collections continue good.

Good Sale and Decline in Turpentine

London, Ont.

TURPENTINE. — This has been having a good demand locally, and prices are down ten cents per gallon.

New prices are: 1 bbl. lots, $2.50 per Imp. gal.; 2 to 4 bbl. lots, $2.49 per Imp. gal.; 5 gals., $2.65 per Imp. gal.

Nails Selling Briskly; Local Stocks Low

London, Ont.

NAILS. — Both wire and cut nails are meeting with a brisk sale, but stocks of same are very low locally, and dealers are experiencing great difficulty in filling orders.

Prices remain for wire $6.25 base; cut, $7.50 base.

No Change in White Lead in Oil

London, Ont.

WHITE LEAD IN OIL. — There is no change in prices of white lead in oil, and the demand here has been seasonable. Quotations are:

	Tons.	Less tons.
Pure	$20.45	$20.90
Elephant	20.95	21.30

Putty Is Still Having Good Sale

London, Ont.

PUTTY. — Dealers are having a fair demand for putty, which shows no signs of weakening. Prices are as follows:

Standard 100 lb. drums, $8.30 per 100 lbs.; 25 lb. drums, $8.55. Pure 100 lb. drums, $10.80 per 100 lbs.; 25 lb., $11.05.

Window Glass Unchanged and Firm

London, Ont.

WINDOW GLASS. — No change is recorded in window glass, and discounts are still 15 per cent. off list on single and double diamond, and 40 per cent. for cut lights. Net prices figured at 15 per cent. off are as follows:

	Single	Double
Under 25 inch	$16 91	$19 46
26 to 34 in.	17 68	21 13

35 to 40 in.	18 53	22 44
41 to 50 in.	19 97	25 50
51 to 60 in.	20 91	26 18
61 to 70 in.	22 52	27 80
71 to 80 in.	.....	30 09
81 to 84 in.	.....	38 64
85 to 90 in.	.....	41 53
91 to 94 in.	.....	42 33
95 to 100 in.	.....	49 77

Good Sales for Ready Roofing

London, Ont.

READY ROOFING. — There has been a good demand for ready roofing, and for roofing shingles. Prices are firm and supplies are somewhat limited. Nearly all brands of ready roofing have advanced recently from 10 to 20 cents per roll.

Roofing Nails Are Very Scarce

London, Ont.

ROOFING NAILS. — American roofing nails have been very scarce for some time, and are practically off the market in most districts. It has been almost an impossibility to get even small quantities of these.

New Lists on Pyrex Ware

London, Ont.

PYREX GLASS OVENWARE.—Higher lists are now in the hands of the trade, and discounts remain the same, namely 30 per cent. off list. Sales are good and new prices on best selling lines are as below:

Casseroles—No. 167, $2.50 each; No. 168, $2.75; No. 101, $3.50; No. 102, $2.75; No. 103, $2.50; No. 193, $2.50; No. 194, $3.50; No. 183, $2.50; No. 184, $2.75.

Pie Plates—No. 202, $1.25 each; No. 203, $1.50; No. 1203, $1.75.

Cake Dish—No. 221, $1.25 each.

Bread Dish—No. 212, $1.50 each; No. 214, $2.50.

Utility Dish—No. 231, $1.75 each; No. 232, $2.50.

Bake Dish—No. 120, $2.50 each; No. 121, $2; No. 122, $1.75; No. 123, $1.40; No. 464, $1.40; No 465, $1.75; No. 466, $2.

Custards—No. 423, 35c each; No. 422, 40c.

Gift Set—No. 1216, $10 each.

Less 30 per cent.

Good sale for this line.

Higher Prices on Brass Tacks

London, Ont.

BRASS HEADED TACKS. — These goods are listed higher, and new prices are as follows: Packages of 50, $1.95 per thousand; packages of 100, $1.90 per 1,000; loose, $1,80 per 1,000.

New Prices on Ash Sifters

London, Ont.

ASH SIFTERS. — An advance has taken place on ash sifters, and following are latest prices: Common wood side, $3.75 per doz.; Banner Rocker, $3.65 each; No. 1 Rocker, $6.25 each.

Advanced Prices on Hay Knives

London, Ont.

HAY KNIVES. — These lines have lately undergone revision, and prices are approximately $2.50 per doz. higher. Latest quotations are: Lightning, $17.50 doz.; Heaths, $17.50 doz.; T handle, spear point, $19.00 doz.; L handle, spear point, $19.00 doz.

Twenty-Five Cents Added to O. and A. Wire

London, Ont.

OILED AND ANNEALED WIRE. — This has been very scarce in this district lately and hard to get. A new price is out and is 25 cents per 100 lbs. higher. Net prices are: No. 11, $6.62 per 100 lbs.; No. 12, $6.70 per 100 lbs.

Cow Chains and Stall Fixtures Higher

London, Ont.

COW CHAINS AND STALL FIXTURES. — The new price on cow chains is list plus 25 per cent., and tie-out chains list less 20 per cent. Hollow stall fixtures sell at $2.25 per doz.

Alarm Clocks Are Selling Well

London, Ont.

ALARM CLOCKS. — There is a good sale for all kinds of alarm clocks, and prices of the best known makes are: Good Morning, $1.85 each; Lookout, $2.35 each; Sleepmeter, $2.50 each; Big Ben, $4.00 each.

No Change in Rope; Demand is Lighter

London, Ont.

ROPE. — The demand for this is now much lighter, and sales are slackening. Prices are unchanged, and are as follows: Pure Manila, 35½ cents per lb. base; Beaver Manila, 28 cents per lb. base; New Zealand Hemp, 28 cents per lb. base; Sisal, 22½ cents per lb. base.

Electric Goods Are Selling Well

London, Ont.

ELECTRIC GOODS. — The sales for electric irons, toasters, grills and heaters have been good, and prices of some of the better known lines are as follows: Canadian Beauty irons, $5.84; toasters, $5.84; grill, No. 402, $10.22; Majestic Heaters, No. 7, single coil, $8.34.

Lower Prices Quoted on Linseed Oil

London, Ont.

LINSEED OIL.—New lower prices are quoted on linseed oil and the following are local prices. Demand is seasonable.

	Raw	Boiled
1 to 2 barrels, gal.	1 80	1 83
3 to 5 barrels, gal.	1 79	1 82
6 to 9 barrels, gal.	1 77	1 80

Less barrels add 15c per gal.

WINNIPEG MARKETS

WINNIPEG, Sept. 8—A good number of changes in prices have been made this week, and in practically every instance, it has been an advance. The chief feature has been the increases on wares, as mentioned in last week's markets, that the price on enamelled ware, japanned ware, tinware and galvanized ware would be advanced this week has brought details and a considerable advance has been made on all these prices. Wooden lines and wicker goods also show an increase, extension stepladders having been advanced two cents a foot and ice cream freezers and clothes baskets approximately one-third. Other lines quoted at higher prices are vises, anvils, punches, wire rope clips and thimbles. Scythes for next season are marked higher and hay knives have also advanced in price. Sheet lead has been revised upwards. If shipments of all orders in hand are delivered in good time by manufacturers, a good fall business will be realized, although the price of nearly every hardware commodity is higher and costs are constantly advancing. Collections are still improving.

Wire Rope Clips Advance Slightly

Winnipeg.

WIRE ROPE CLIPS.—The price has been advanced slighty this week on wire rope clips and they are quoted as follows:

¼ in., 8½c; 5-16 in., 9c; ⅜ in., 11c; 7-16 in., 13c; ½ in., 17c; 9-16 in., 20c; ⅝ in., 21c; ¾ in., 30c; ⅞ in., 40c; 1 in., 47c; 1⅛ in., 71c; 1¼ in., 79c; 1⅜ in., $1.35; 1½ in., $1.42.

Anvils Advance Approximately 25%

Winnipeg.

ANVILS.—This week the price has been revised upwards on the price of anvils and is approximately 25 per cent. advance on last quotations. New prices are as follows:

Vulcan

No. 5, each $12; No. 7, $14.50; No. 8, $16; No. 9, $18; No. 10, $20; No. 11, $22; No. 12, $24; No. 13, $26; No. 14, $28; No. 15, $30; No. 16, $32.

Peter Wright

60 to 69 lbs., 31c per lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farrier's Clip Horn, 30c per lb.

Blacksmiths' Vises Revised Upwards in Price

Winnipeg.

VISES.—The price has been advanced on blacksmiths' vises this week and though there is a fair demand, the supply is none too good. The following prices are quoted:

Peter Wright up to 40 pounds, $17.50

each; 45 to 100 pounds 40 cents per pound.

Ice Cream Freezers 25 Per Cent. Higher

Winnipeg.

ICE CREAM FREEZERS. — Owing to higher prices being charged for material used in the manufacture of ice cream freezers the price has been advanced approximately 25 per cent. This weeks prices are:

Blizzard

No. 2, each $5.15; No. 3, $6.20; No. 4, $7.50; No. 6, $9.40.

Gem

No. 4, each $8.20; No. 6, $10.25; No. 8, $13.30; No. 10, $17.40; No. 12, $21.

Crown

No. 10, each $33; No. 14, $37.50; No. 18, $53; No. 24, $60; No. 32, $73.50.

Enamelled Ware Prices Advance

Winnipeg.

ENAMELLED WARE. — The price has been advanced approximately 15 per cent. on enamelled ware. The scarcity of sheet metals, combined with the higher cost of material and labor is given as the reason. New discounts on these goods are:

Pearl ware 2 1-2 per cent advance on list; Diamond ware 40 per cent. advance on list; White ware 22 1-2 per cent. off list.

Stamped Ware Revised Upwards in Price

Winnipeg.

STAMPED WARE.—The same conditions exist in regard to stamped ware as enamelled ware and the price has been advanced about the same proportion.

Stamped ware—Plain 20, 10 and 2 1-2 per cent. off; retinned 15, 5 and 5 per cent. off.

25 Per Cent. Advance on Galvanized Wash Tubs

Winnipeg.

WASH TUBS. — Galvanized wash tubs are in big demand but stocks are not equal to the demand. Galvanized sheets are hard to procure and are high in price necessitating higher prices for manufactured articles made from sheets. This weeks quotations for galvanized wash tubs are:

Light—List plus 72 1-2 per cent.

Heavy—List plus 62 1-2 per cent.

Coal Hods Are Up in Price

Winnipeg.

COAL HODS.—The price has been advanced this week on both galvanized and Japanned coal hods. The following prices are quoted:

Galvanized—List plus 102 1-2 per cent.

Japanned—List plus 92 1-2 per cent.

Japanned Ware Also Advances in Price

Winnipeg.

JAPANNED WARE. — The price of Japanned ware has been raised approximately 15 per cent. and like all other goods manufactured from sheets are hard to get on account of the scarcity of raw material.

Prices quoted this week on Japanned ware is 45 per cent. advance on the list.

Wire Nose Guards Advanced in Price

Winnipeg.

WIRE NOSE GUARDS. — Higher prices are asked for wire nose guards and following are latest prices on principal lines:

No. 41—$3.20 per dozen.

No. 11—$4.65 per dozen.

No. 3—$3.30 per dozen.

Pieced Tinware is Higher in Price

Winnipeg.

PIECED TINWARE. — The scarcity of tin sheets and the higher cost of same to the manufacturers is no doubt the cause of higher prices on pieced tinware.

Pieced tinware is quoted this week at 90 per cent. advance on the list.

With copper bottoms 105 per cent. advance.

Railroad milk cans, list plus 50 per cent.

Factory milk cans, list plus 82 1-2 per cent.

Milk cans or oyster pails, list plus 90 per cent.

Milk pans, list plus 90 per cent.

Sheet Lead Up Two Cents Per Pound

Winnipeg.

SHEET LEAD.—A change has been made in the price of sheet lead this week and is higher although the tendency was for a lower price. The prices quoted are 15 cents for full rolls and in less than full rolls 16 cents per pound.

Higher Prices for Solid Punches

Winnipeg.

SOLID PUNCHES.—There is a good demand for solid punches and stocks are in fair shape. The higher cost of raw material and the scarcity of same necessitated the raising of the prices. Nos. 1 to 6 are quoted this week at $1.80 per dozen.

PITTSBURGH MAKETS

PITTSBURGH, Sept. 9.—Producers, dealers and consumers in all branches of the general iron and steel market, including coke, pig iron, semi-finished steel and finished steel products, unite in declaring that there is a condition of quietness if not of absolute stagnation. Coming on the heels of the ending of the July-August midsummer period, which is traditionally a dull one, the situation today is important and suggestive. The markets ought to be growing more active. Looking back to June, one can now see that the markets have grown more and more quiet as time passed, and the fact that what is normally a dull season of the year was passed through seems to have had nothing to do with it.

There is nothing in the technical position of the markets that would presage any increase in activity in the near future. Producers are moderately well sold up and consumers are moderately well covered. No large number of producers will run out of orders in the near future, requiring them to force sales, while buyers are unlikely to be forced to buy heavily for quite a while to come. The attitude of producers is that of "standing pat" on prices as there is nothing to be gained by trying to stimulate activity. The position of buyers is that they will buy only for absolutely known wants in the near future, and as they are already covered, in the main, the current purchases are very light.

Pig Iron

The pig iron markets are stagnant, particularly in the western Pennsylvania and valley district. Men are discussing now how it happened that foundry pig iron recently was shoved up $4 a ton to $50 valley. As there has been little buying at the new price the advance does not seem to have done the producers much good, and it may prove to have done them harm by straining the patience of consumers to the breaking point. If the furnaces had left the market at $46 they might have pulled the consumers along and gotten them to buy from time to time. One man who is practically neutral as between buyer and seller, but very well posted, remarks that the advance was simply a sort of notion, so many furnacemen having made up their minds it would look nice to have pig iron advance to the round figure of $50, and it is known that quite a number of bets were made as to whether or not pig iron would reach $50. Bets can be collected even if little pig iron can be sold. The same observer just referred to remarks that the southern furnacemen seem to have handled their market with more skill. They got the price of pig iron at Birmingham up to $42 at the end of last April, and they have held it there steadfastly, though sometimes obtaining delivery premiums. When northern iron started advancing over again there was afforded a wider field for the sale of southern iron, of which the southern furnaces have been taking advantage. For instance, years ago the alignment of prices became such that Birmingham iron could rarely get into Pittsburgh, being shut out by valley iron, but even with the advance in freights Birming-

ham iron can beat valley iron for Pittsburgh delivery by over $2 a ton, the freight Birmingham to Pittsburgh being advanced from $5.70 to $7.60, making southern iron at $42 Birmingham $49.60 delivered Pittsburgh. Valley iron, on the other hand, at $50, furnace, is $51.96 delivered Pittsburgh. The Pittsburgh consumer may not buy southern iron, but he is deterred from buying valley iron unless he needs a small lot for very early delivery, in which case the price matters very little.

A fair conclusion is that there will be a prolonged deadlock in the pig iron market, with only very light transactions. A certain amount of iron has been sold and bought, and the question is whether the producers will first need orders or the consumers will first need iron. For a long time past production and consumption have balanced, while the present outlook is that production will increase and consumption will decrease. Unless fundamental conditions change, therefore, it would look as though sellers will have to come into the market first, and necessarily with cut prices, but this may not be, possibly, until several months have elapsed.

Steel Prices Unchanged

The gap between Steel Corporation and independent prices is not being narrowed, despite the dullness of the market. In the past week or two there have been little cases of price declines and also little cases of price advances, on the part of some independents. The point seems to be that when there is competitive business the price declines while when there is no business a mill ing by doing so and makes safer from may mark its prices up, as it loses nothing on its books. It is about a year now since there first appeared a distinct difference between Steel Corporation and independent prices, the difference in creasing until substantially the maximum was reached last February or March, since when there has been practically no change, taking the general average of the market. Expectations used to be entertained that the phenomenal and almost unbelievable condition of there being two markets would be terminated by a gradual sagging of the independent prices. The course of the market recently indicates that nothing of the sort will occur. There will be no sagging, but rather the prices will be maintained to the last moment, the banners waving and the band playing. The independents still talk of there being further price advances, and have even revived talk of the Steel Corporation being about ready at last to advance its own prices, which have been maintained without change since the Industrial Board adjustment of March 21, 1919. While there is no official statement, there is an intimation from New York, possibly inspired, to the effect that the corporation has no intention of advancing its prices. Now would be the time of all times for the corporation to advance its prices, for by the recent advance in freight rates its costs are increased by about $50,000,000 a year in increased freights it pays on materials assembled at its various plants and on shipments between plants. The corporation gets a part of this back, however, possibly a fourth or a third, in that it makes a greater profit on such material as it sells on the "Pittsburg basis" to point taking a lower freight from the producing mill to the point of delivery. The $50,000,000 a year is approximately equal to the rate at which the corporation accumulated surplus during the first half of this year, after paying charges and dividends. However, the corporation does not necessarily need to accumulate surplus all the time, having a good surplus now, while its book-keeping has been particularly conservative, large sums having been written off lately, keeping the property account down.

Keep Your Mailing Lists Live and Business Won't Stand Still

Time and Money Spent on Keeping Up-to-Date on Customers Bring Good Results in Many Businesses—Want Slip and Card Index Systems Prove Their Value — Novel Ways of Getting Across Appeals Tried Out by Many Merchants

HAVING planned his mailing list, and having made definite arrangements to constantly add "live names" as these may present themselves from time to time, the dealer faces a still greater problem. Viewed in the light of recent retailing progress, it is most important, and very often the most perplexing problem.

In short, how is the dealer to classify the thousand, or five thousand, or ten thousand names that he keeps on file for follow-up by mail, for the purpose of securing added patronage for his establishment?

A merchant is called upon to exercise keener insight and greater ingenuity in properly classifying the multitude of names on his mailing list than is required in gathering these names from the various sources.

Recent events have given added significance to this phase of retail salesmanship. A general shortage of newsprint, more acute in certain localities, has resulted in considerable reduction of advertising space in local newspapers, with the effect that many merchants have been compelled to either reduce their space allotments, or to temporarily abandon their local newspaper advertising campaigns.

A Direct Campaign

A situation of that kind, even if a temporary one, is apt to bring tragic results to the dealer, unless the latter is prepared to meet the emergency with a bullet-proof mailing list. With the aid of a well-gotten-up, well-classified mailing list, the dealer can put on an intensive, well-directed direct mail campaign which can appropriately take the place of newspaper advertising.

The sales manager of one of the largest retail concerns in Ontario, known throughout the country for his progressive methods, is of the firm belief that direct-by-mail advertising, as it is practised by a number of enterprising merchants, is to-day the most important factor in salesmanship.

"Direct mail," he says, "is rapidly coming to the fore as the most important selling factor of this era. It occupies first place, in contradiction of the theory that has been accepted for years that the printed advertisement as applied to newspapers and magazines was the most potent appeal aside from the salesman himself.

"There is rarely a sale or event of any importance that we plan that does not carry its share of direct mail work. It may be anywhere from one hundred to ten thousand letters or circulars but they are placed where we believe they will produce, and they do.

"The newspaper cannot do everything. It cannot add the personal touch that can be put in a letter or well edited circular and I firmly believe that your percentage of sales are larger in proportion to circulation than the newspaper."

Mind you, this man is not minimizing the importance of local newspaper advertising. The concern he represents has been a consistent advertiser since its birth, but the point he stresses is that other merchants are apt to minimize the importance of direct mail in making their sales campaigns successes. And he adds very aptly:

"The ordinary method — the first thought in relation to any sales event is how big an advertisement will carry? It should be—how many people can we

reach? And then study to reach these people."

The last sentence best characterizes the efficient mailing list. It is not to be a mere list of names. An efficient mailing list ought to be well clasified. Each group in the classification represents a certain class of customers, or prospective customers. One group is accustomed to buying a certain quality of merchandise, while the other group is accustomed to buying merchandise of a lower and cheaper grade. Another group of prospects can be relied upon to be immediate purchasers, while those in another group cannot be relied upon to buy until a year or more has elapsed.

Proper Classification

These and many other groups enter in the making of a complete mailing list, and they must be properly classified and filed away for ready reference. Some dealers have found it advisable to divide their lists into two classifications. One consists of the names of regular customers. The other is the prospect list, consisting of the names and addresses of people who must be consistently followed-up before they can be turned into faithful and consistent customers of the particular establishment.

It will be seen that the latter group will demand a different soft of letter from the one sent more or less regularly to the regular trade. Dealers have found that a different letter is usually required for each group, in order to make possible the most appropriate personal appeal.

Although a mailing list serves its purpose best when it brings a reasonable quota of immediate sales, the dealer should not lose sight of the fact that an efficient mailing list is really a persistent builder of future business. Once a man or woman has gotten his or her name on the mailing list every effort should be made to follow up the prospect consistently for as long a period as is necessary.

This is best illustrated by the experience of a prominent New York merchant who recently inaugurated a novel idea at his establishment. He instructed the members of his sales force to take the name, address and birthday of every child accompanying a customer to the store. This information is noted on a separate slip, which is handed to someone in the manager's office at the end of the day. The information is transferred to a card, which is filed away according to the birthday.

On each birthday, the child whose name is entered on one of these cards receives a handsome birthday greeting card from the merchant. This continues on each successive birthday, up to the time the youngster reaches maturity, and independent buying power. By that time the merchant has won over a regular customer, and a very faithful customer at that.

"When I first inaugurated the idea," the merchant told the writer, "people thought that I was making a flier for infant trade. Though that partly was my purpose, my chief aim was to begin building up trade for the next twenty years. I thought the best way of doing this would be to start building up my prospective list for twenty years to come."

At the time this article is being written the merchant has on file something like five thousand names of youngsters, each of whom receives a birthday greeting card, and each of whom is counted a prospective customer.

There are many other classifications. Some dealers have a separate file for those of their customers and prospects who are known to be salaried people, others who are in business for themselves, those who own their own homes, and so down the list.

Must be kept Up to Date

The mailing list should be constantly revised, so that changes in addresses, due to removals, can be duly noted. Names of those who have removed from the territory, the names of deceased persons, should be eliminated immediately.

One western concern uses a very simple method of continually checking up its mailing list. This firm has the most complete list of any in the same territory. It includes practically every purchaser in the district, all properly classified. The merchant can tell in a minute whether John Jones is a regular customer, whether he is a home owner, whether he owns an automobile, whether his business has progressed during the year, and whatever the size of his family is.

Commissioned Canvassers

After going through the effort and expense of compiling this list the merchant faced the problem of keeping it up to date in every respect. He thought the matter over and he devised the following plan; he divided the territory into districts. In each district he engaged the services of a correspondent, usually some professional man or woman who has lived in the particular district a good many years and who has gotten to be on intimate terms with a good many of the residents.

He sent printed blanks to these correspondents, offering to pay them for as many names and as much data about these people that they can send in from time to time. This method is now being used by a number of merchants throughout the country.

The correspondents are asked to furnish the concern with information concerning deaths, births, fires, weddings, and other personal events in their territories. The following instructions are printed on each blank:

"After the information reaches you this report should be made out at once and promptly mailed to us. When a citizen dies, we want to remove the name from our mailing list. When a child is born or a couple married, we want to congratulate the fortunate parties, and solicit their patronage for such goods as we can furnish. When a fire occurs we want to express our sympathy and offer our aid. Please get all this information to us at the earliest possible moment."

Having lined up his prospects, the dealer is by no means done with his work. A number of people who have been solicited by mail have made some purchases. The problem now is to hold this new trade. This is the final test of an efficient mailing list.

It never pays to lose sight of your customers or your prospects. There are certain things these people are going to purchase to-day, to-morrow or the day after to-morrow. You feel that you are entitled to the sale. If you only knew more or less definitely what these people will want to buy it would make it easier for you to direct your fire.

The Card Index System

This is not very difficult of accomplishment. A simple card index will do the trick. On each card is noted the name of the article or the kind of article each customer bought in the past, not forgetting to include such details as size and selling price.

This task can be delegated to your salespeople. The salesperson can record on separate cards the buying habits of each of his or her customers, and any additional information necessary—whether the customer is a charge or cash customer, whether he or she is a quality or quantity buyer, and whether he or she is very particular about special requirements regarding service and delivery.

There are some people who are actually insulted at the mention of a bargain sale, while others will buy heavily when a bargain sale is held. The latter will be very much interested in any announcement to the effect that low quality goods will be disposed of at very much reduced prices. Here are two different appeals to be taken care of by your correspondent.

This system has no application to those on your mailing list who have not as yet made any purchases at your store, but it is true that a great many prospects have gone through the store without making any purchases for the simple reason that they cannot find the article they want, or the quality of material that they desire particularly.

The "Want Slip" an Aid

With the aid of the "Want Slip" system this class of prospects can be turned into regular customers. This method has been tried by a number of dealers, in each instance with success.

The dealer supplies his salespeople with special "Want Slips." On each the salesperson notes the name and quality of article someone asked for but which could not be supplied. Any article called for and which is not carried in stock or is "out" must be entered on

(Continued on page 68.)

Equalizing Paint Sales Throughout the Year

Popular Sentiment for Spring Painting is Unfortunate and Difficult to Change—Even Distribution Would Result in Better Painting—Fall is Good Painting Season—Get Customers to Examine Buildings Thoroughly.

WHILE the effect of advertising campaigns and dealers' efforts have been rewarded to some considerable extent in balancing up the volume of paint trade and distributing it a little more evenly over the twelve months of the year, yet popular sentiment encouraged by years of practice has made the spring a more active season in paint selling than any other. The only way in which this tendency will be overcome is not to take business away from the spring season to spread it over other months of the year, but to develop new sources of business for other seasons in order to even up the demand. The aim of effort now being directed to increase paint selling is to show the dealer where he may develop new business instead of putting the paint stock away on the back shelf when the fall season approaches.

It is very unfortunate that the condition described has become so prevalent for when the big rush for painting comes in the spring not only are the dealers' capacities overtaxed but also these of the master painters, with the result that many people turn in to do their own painting in the spring when they cannot secure a painter and the tendency is to encourage amateur painting. Needless to say this tendency does not encourage the best results from painting. Efforts to even up the sale of paint throughout the year will also help to overcome this difficulty and the volume of paint sales will increase accordingly.

For fall and winter paint sales it is necessary for the dealer to make the most of every opportunity to make a sale. He and his store salesmen should be thoroughly acquainted with the uses to which paint may be put profitably during the fall and winter months and then make suggestions over the counter and arrange displays along this line.

Fall Months Good for Painting

September, October and November furnish splendid painting weather. In fact any time when the air is free from fog, mist, rain and snow, and whenever it is not too cold to work out of doors, conditions are right for good painting. Then also from a protective viewpoint the "paint before winter" propaganda is a good idea as it gives buildings paint protection when most needed. A house needs its protecting cost of paint more in the winter months than in any other season of the year. Many of your customers who were unable to secure painters to paint the house last spring have possibly postponed the work and now are saying, "Oh, we will leave it until the spring so the house will look nice and fresh for next summer."

Get after that customer and show him that it may be just as hard to secure painters next spring as it was last spring, and that, furthermore, paint is worth more in protective value during the winter than at other seasons. Recent advertising campaigns have been emphasizing the importance of paint for protective purposes, not only for beautifiers. Paint is needed most in the winter for protection so this is good argument to use on customers who are procrastinating.

It is said to be easier to keep dampness out of wood by applying the paint when the weather and surface are dry in the fall than it is to get the dampness out in order to paint it in the spring.

Indoor Painting Comes Into Big Season

Then of course winter is an ideal time for all indoor painting, varnishing, enamelling and staining, for the house is heated to a uniform temperature and thoroughly dry and the many inside jobs that create a demand for wall coatings, enamels, stains, varnishes, etc., are ready to be invited.

The can of paint is being recognized more and more as a necessity to every household and it is easy to sell the "touching up" specialties when the housewife is reminded that at this time of the year the home should be prepared for winter days when there is more entertaining than in the summer outdoor vacation months.

Business Not Invited Seldom Comes

The gospel of paint even as we know it today is distinctly a development of the past decade and it is through advertising so effectively preached that this gospel of paint has wrought wonders throughout the country. In sections where paint was seldom used, it is now a matter of course. In sections where it was generally used, the uses have been greatly extended, all due to advertising.

The year-round paint selling idea is both profitable and practical from every standpoint, —but will not just happen. It must be created by co-operative effort, judicious advertising by the manufacturer and merchandising hookup by the dealers.

Many customs of the past have been discarded because of the power of suggestion given us by advertisements which we read. The layman seeing paint advertised only in the spring of the year is naturally inclined to believe that spring is the right time for him to do his painting job, but this seasonable character of the paint trade can be changed by educational advertising, appearing continuously in season and out, showing the property owners that painting may be done satisfactorily in all seasons of the year.

(Continued on page 64)

SIGN OF MERIT
BEST B M & Co MADE

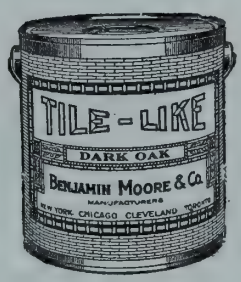
Moore's Paints

for profit and sales, new customers, repeat orders and consumer satisfaction.

"Impervo" Porch and Deck
Tile-Like
Mooramel
Auto Finish
Morelustre Enamel
Barn Paint
"Muresco"

"Impervo" Varnishes
Moore's Floor Paint
Sani-Flat
High Gloss Enamel
Carriage Enamel
Wagon and Implement Paint
Shingle Stain.

Our Agency Proposition Will Bring You Bigger Sales and Profits



Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Toronto Winnipeg

"Save the surface and you save all" *Paint & Varnish*

If interested tear out this page and place with letters to us answered.

To Test Grey Land for Oil Gas or Coal

Collingwood.—The Blue Mountain Gas & Oil Company, which has applied for a Provincial charter, proposes to make a test of the section of the county of Grey immediately west of Collingwood for oil, gas or coal. Leases and options have been secured on several thousand acres, and a contract for drilling operations has been awarded to Henry Cable, an experienced oil driller.

South Africa Wants Canadian Window Glass

The shipments from Canada to South Africa last year of window glass have brought many inquiries for possibility of regular supply, but the manufacturers are not now shipping overseas. The dealers and builders claim that the Canadian window glass is a much superior article to any ever handled. And it is perfectly obvious that at a higher price than that of Belgium or the United Kingdom, a fair amount would be purchased by a certain class of the trade, who are prepared to carry on a missionary work for the use of a better class article.

Canada and Britain Big Markets of U.S.

Washington. — Department of Commerce figures published to-day show exports from the United States to Canada during July totalled $98,484,423, while imports from Canada were $42,720,420. Exports to Great Britain were $128,894,945, and imports $46,523,662.

OPEN SEASON FOR FALL HUNTING IN ONTARIO

(Continued from page 43)

Shooting Deer, Moose, Etc., in Water Forbidden

No person shall hunt, kill, take or molest any deer, moose, reindeer or caribou while in the water.

Water Fowl

(1) **Hunting ducks, etc., from sailboats.**—No wild duck, goose or other water fowl shall be hunted, taken or killed from a sail boat, yacht or launch propelled by steam or other power, and no person shall hunt, kill, or wilfully chase or put to flight any wild ducks or other water fowl that are more than 200 yards from the shore or natural rush bed thick enough to conceal a boat, or from a water line bounding private property.

(2) **Illegal contrivances.**—No swivel gun, or gun of any kind of a larger bore or gauge than eight, and no contrivance for taking or killing wild swans, geese or ducks, known as sunken punts or batteries, shall be used at any time.

(3) **Blinds or decoys.**—No blinds or decoys for use in hunting duck or other water fowl shall be placed at a greater distance than 200 yards from the shore or a natural rush bed thick enough to conceal a boat, or from a water line bounding private property, and all decoys shall be removed from the water during the hours in which shooting is prohibited, and no person shall set out more than one flock of decoys and no flock of decoys shall consist of more than 50, and no two flocks shall be placed nearer each other than 100 yeards.

(4) **Limit of number of duck.**—No person shall take or kill more than 200 wild ducks in any one year. 4 Geo. V. c. 46.

(5) The purchase or sale of wild ducks, wild geese or other water fowl, snipe, quail, woodcock and partridge is prohibited.

Poisons, Traps and Contrivances

15.—(1) **Poisons, use of, prohibited.**—No person shall take or kill any game by the use of poison, or a poisonous substance, or expose poison, poisoned bait or other poisoned substance in any place or locality to which any game or any dog or cattle usually has access.

16. **Shooting at night.**—No person shall discharge any gun or other firearm at any game between sunset and sunrise. 3-4 Geo. V. c. 69, s. 16.

Shooting for Hire Forbidden

17. **Hired hunters.**—No person shall for hire, gain or reward or hope thereof, hunt, kill, or shoot any game, or employ, hire or for valuable consideration induce any other person so to do.

Eggs

18. **Eggs not to be taken.**—No eggs of any game bird shall be taken, destroyed or had in possession at any time by any person, except such persons as may hold a permit from the Minister to engage in the business of propagating game birds. 3-4 Geo. V. c. 69, s. 18.

Masks and Disguises

19. **Masked or armed persons in neighborhood of preserves.**—Any person being masked or disguised and carrying or having in his possession any gun or other firearm near any preserve or shooting ground, or, in close season, near any place where game is usually found shall be guilty of an offence against this Act. 3-4 Geo. V. c. 69, s. 19.

Automatic Guns

Automatic guns prohibited.—Subject to the regulations, no shot gun of the description known as "automatic" in which the recoil is utilized to reload the gun shall be used in the killing of game. 3-4 Geo. V. c. 69, s. 20.

(1) **Certain employees not to carry fire arms.**—No person employed in any lumber camp or in connection with the construction or maintenance of any railway or public work shall have in possession in the vicinity of such lumber camp, railway or other public work, any gun or other fire arms except as may be authorized by special license.

(2) **Nature of license to do so.**—The special license may be subject to such terms as the Minister may direct, and the ordinary hunting license provided for in this Act shall not be deemed to be a license under this section. 3-4 Geo. V. c. 69, s. 21.

Private Preserves—Propagation for Stocking Purposes

(1) **Protection of private preserves.**—Where a person has put or bred any kind of game upon his own land for the purpose of breeding and preserving the same, no person knowing it to be such game shall hunt, shoot, kill or destroy it without the consent in writing of the owner of the land.

(2) **Innocent Contravention.**—This section shall not prevent any person from shooting, hunting, taking or killing upon his own land, or upon any land over which he has a right to shoot or hunt, any game which he does not know or has not reason to believe had been so put or bred by some other person upon his own land. 3-4 Geo. V. c. 69, s. 22.

Trespass in Pursuit of Game

(1) **Entry on grain crops. Entering on lands after notice not to do so.**—No person shall at any time enter with any sporting implements in his possession, or permit his dog to enter, into any growing or standing grain without the permission of the owner, and no person shall at any time hunt, shoot or with any sporting implement in his possession go upon any enclosed land of another after having had notice not to hunt or shoot thereon.

(2) **Penalty.**—Every person who contravenes this section shall be guilty of an offence against this Act.

(3) **Notice to trespassers, how given.**—An owner or occupant of land may give such notice

(a) Verbally or in writing.

(b) **Sign-boards where hunting forbidden.**—"By maintaining sign-boards at least one foot square, on or near the boundary of the land intended to be protected, or upon the shores of any water covering the same or any part thereof, containing a notice in the following form, or to the like effect:—'Hunting or shooting is forbidden.' Such sign-boards to be not more than 80 rods apart." 4 Geo. V. c. 46.

(4) **Unauthorized putting up or interfering with notices illegal.**—Any person who, without authority, puts up or causes to be put up any such notice on any land of which he is not the owner, or to the possession of which he is not entitled, or who tears down, removes, injures, defaces, or interferes with any notice lawfully put up shall be guilty of an offence against this Act.

(5) **Common law rights preserved.**—Nothing in this section shall limit or in any way affect the remedy at common law of any such owner or occupant for trespass.

(6) **Marsh lands.**—For the purpose of this section, land, the boundary line or any part of the boundary line of which passes through a marsh or swamp, or any land covered with water, or land without sufficient trees or obstructions to prevent any post hereinafter mentioned being clearly visible from the nearest post on either side thereof, shall so far as respects that part of the boundary line which so passes be deemed to be wholly enclosed within the meaning of this Act, if posts are maintained along such part at distances which will permit of each being clearly visible from the next post. 3-4 Geo. V. c. 69, s. 23.

DECOTINT

The Sanitary Cold Water Paint for Walls and Ceilings

DECOTINT is an ideal wall paint—artistic, easy to apply and entirely sanitary. It is the most satisfactory finish on the market for decorating all interior wall surfaces.

It will pay you to stock and recommend DECOTINT. Your customers will be quick to appreciate the superior advantages of this economical wall paint and from among the twenty-two delicate DECOTINT colors, it will be an easy matter for the most critical among them to select the right combination for their particular problem.

Throughout the Spring months, a strong campaign of Consumer advertising will run in all important publications, circulating throughout Canada—Order your Spring supply of DECOTINT now and be one of those to reap the benefit of sales which this publicity is sure to create.

A CANADIAN PRODUCT

DECO-TINT PRODUCTS

HAT BRITE—The best hat enamel ever made.

METAL BRITE — The well-known Metal Polish.

DECO-WAX—The wax polish for floors, furniture, autos, etc.

POLISH-OL—Auto and furniture polish.

STOVE PIPE ENAMEL and SHOE HEEL ENAMEL

THE DECO-TINT COMPANY

P.O. Box 2640

MONTREAL

EQUALIZING PAINT SALES

(Continued from page 60.)

Avoid any suggestion that painting be done at one season rather than another, but push some item in your paint department every week.

Advertise continually in your local papers. Put the right kind of copy into small space and you will get them coming.

Get Customers to Inspect Property

One suggestion which has been followed by a Western Ontario dealer to stir up additional enthusiasm in the fall is to suggest to customers that they make a "close up" view of their premises in order that minor indications of the necessity for painting may be emphasized. When you find a customer showing any inclination towards painting, yet who seems inclined to delay the matter for superficial or trivial reasons, ask him to examine his buildings closely. Too many property owners stand across the street, look over their property, and say: "Oh, I guess it looks good enough, I'll let it go for another year." When he takes this attitude both of you lose, the one in business and the other in depreciation.

Selling paint for preservative purposes is like selling articles of labor-saving value, a distinct service to humanity is rendered, and it pays to sell the idea rather than to dicker over a matter of price.

Advertise to your customers the necessity of examining buildings closely. A little attention in the fall may render the house much more comfortable during the winter months and possibly help to keep the fuel bill down. This is an important consideration under present circumstances.

If paint is applied merely for appearances a man will be much more inclined to stand off and be pretty well satisfied with his home. It is therefore evident that this customer must be educated to use paint for protective purposes and then he will examine buildings much more closely and more often. He will then be convinced that it is not a good policy to wait until he considers he must paint. Thus the old fallacy about painting in the spring will be largely dissipated for property owners will see the advantage of painting whenever signs point to the danger of leaving the buildings exposed to climatic conditions.

Thieves Visit Canada Paint Co.

Toronto.—The premises of the Canada Paint Co. were broken into on Labor day and ten cases of paint had been piled by the doorway in readiness to be removed in a truck, according to the police.

William Collins, watchman of the factory, was making his rounds when he discovered that a sash on the window of the paint shop had been removed. On looking into the shop he claims to have seen the three men carrying a case of paint.

Collins hurried to a telephone and informed the police. An inspector was in the station at the time, and he motored to the factory in time to meet the men coming out of the building.

Natural Gas Shut Off in St. Thomas

St. Thomas.—The housewives of Belmont and of Westminster and Dorchester townships are up in arms over the closing down of the supply of natural gas, the shut-off occurring Wednesday evening. The difficulty arises through a number of consumers refusing to sign an agreement for a proposed increase in service rates from 35 to 85 cents per thousand feet, it is stated. The matter may result in a petition being forwarded to the Ontario Government asking for investigation of conditions and prompt relief.

Incorporations

The Canadian Edison Appliance Co., Ltd., Toronto, Ontario, has filed notice of incorporation with a capital stock of $50,000 by Arthur A. Tritsch, 171A Keele St.; William H. Wallbridge, 19 Melinda St.; William H. J. Tubb and others to manufacture safety razors, cutlery, etc.

With a capital stock of $200,000, Finch & Anderson, Ltd., Toronto, has been incorporated to manufacture automobiles, motors, engines, etc., by Frederick G. Finch, Frank G. Anderson and others.

How Hardwaremen Advertise Paints--No. 24

THE futility of using cheap grades of paint is again emphasized in this paint advertisement by The Manville Hardware Co., Ltd., Prince Albert, Sask. It illustrates a man in the frame of mind which is experienced at some time or other by practically every user of paint —namely debating the question as to whether it is better to buy good quality paint or poor paint at cheap prices. A paragraph is then devoted to barn paint, shingle stain, wall finish, stains and varnishes. It states that "the demand for both economy and appearance will be satisfied if the outbuildings are painted with — barn paint." In regard to shingle stain it says, "Preserve your shingles with shingle stain which not only beautifies but penetrates deeply into the wood, preventing decay." Prices are quoted on each line.

The Luxeberry Painter Says:

"The 'SAFETY FIRST' slogan should not only teach us to watch and guard against physical danger, but against the smaller foes that threaten our social life. I always think of this when buying varnish. Berry Brothers' brands are my 'SAFETY FIRST' refuge, their use is riskless."

This earned confidence is what makes the great and always growing demand for "Berry" Finishes.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
Walkerville, Ontario

WILLIAMS' SUPERIOR DROP-FORGED CLAMPS

THERE'S a Williams Clamp for every purpose.
If it's extreme strength and heavy service—Williams' "Vulcan" line provides both.
11 sizes, ¾ to 12½ inches capacities.
If it's general utility—without need for maximum strength—Williams' "Light Service" line will fit the case, 8 sizes, 2 to 12 inches capacities.
If it's stability and utility—medium service—Williams' "Agrippa" line offers the solution. 7 sizes, 4 to 18 inches capacities.
If it's Tool Room work requiring comparatively small openings of jaws—Williams' "Vulcan" Tool Makers' line should be chosen. 4 sizes, 1 to 4 inches capacities.
All are made of a special, high-grade steel. After forging they are submitted to a refining process, or "heat treatment," which increases their stiffness and strength and reduces the liability of springing.

ENGINEERS' TOOLS BOOKLET ON REQUEST

J. H. Williams & Company

"The Drop-Forging People"

30 So. Clinton St., Chicago, Ill. 30 Vulcan St., Buffalo, N.Y. 30 Richards St., Brooklyn, N.Y.
The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., Agents for Manitoba, Saskatchewan, British Columbia and Alberta

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

MONTREAL

MONTREAL, Sept. 10.—Prices on linseed oil and turpentine have been marked down this week and this is due to the better condition of stocks as regards supplies. Seed in the crushers' hands has improved in volume, and there is not a great deal of demand from consumers. Turpentine arrivals have been better and this has caused a decline of price. Otherwise there have been no reductions or advances for the other staple or special lines. Dry and oil colors are steadily firm. White lead in oil is quiet and there is little movement of putty. This is perhaps the quietest period this year for general paint commodities and there is not a great deal of likelihood that the next week or two will be greatly different. All in all costs are as high as they were, manufacturers assert, such reductions as have been made on one or two raw materials being offset by higher costs for many others. It is expected, too, that the new increased freight rates will have served to further increase production costs, new materials, as well as finished products, being subject to these increases.

Linseed Oil May Reach $1.50 Mark

Montreal.

LINSEED OIL.—Prices have again softened on linseed oil and this is due, in part, to the receipt of seed in quantities that are in excess of actual present requirements. At the same time some assert that stock is well distributed and that there is little excess quantity of flax in any one group of hands. Some believe that oil prices may reach the $1.50 level, while others think there will be little further recession. The higher transportation rates may have an offsetting effect on prices. Reports from the American Western States have not been so rosy as to this year's seed yield, and this has had the effect of introducing a new factor. Present business is of a limited nature and quotations range from $1.60 to $1.75 per gallon on the raw, with usual differentials.

	Imp. Gal.	
Raw—		
1 to 4 barrels	1 60	1 75
3 to 4 barrels	....	....
Boiled—		
1 to 4 barrels	1 62½	1 77½
3 to 4 barrels	....	....

Turpentine Is Less But Basis Fluctuates

Montreal.

TURPENTINE.—Some jobbers are in receipt of larger stocks of turpentine and as a consequence they have reduced prices to the trade. The barrel quotations are now ruling as low as $2.40 per gallon, while others are above $2.50. Tendencies are affected by the arrivals from week to week, but there has been, for some weeks, a lowering of the basis appreciably, and it is probable that still further reductions may be made.

	Imp. Gal.	
Turpentine—		
Single barrels	2 40	2 50
Small lots	2 50	2 60
(Packages extra.)		

White Lead in Oil Continued on Basis

Montreal.

WHITE LEAD IN OIL.—The reported business on this commodity is limited, but this is looked for just now. Supplies are available in fair quantities and the undertone is changed but little, although outside pig lead is easier in price. While there is a favorable tendency on the ground in oil product, owing to the lower prices prevailing on linseed oil, it is claimed that the relation of this to the cost of producing the finished product is not large and some confidently assert that there will be no lower price for the immediate future. Five ton lots are still quoted at $19.50 per 100 lbs., ton lots at $20 and smaller quantities at $20.35.

Putty Holds Steady; Sales Are Limited

Montreal.

PUTTY.—Trade requirements do not seem to be great at the moment and this line is quiet. Sales are made on a unchanged basis and there is ample stock to meet trade needs. Whiting, according to some reports, has been more readily available, although Hardware and Metal understands from a very reliable source that the English whiting workers are still not producing as they were before the war. As this whiting is very extensively used for making putty here, the dependence of jobbers on the product is considerable.

PUTTY—	5 ton	1 ton	ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Change May Be Made, But Glass Now Quiet

Montreal.

GLASS.—The market conditions as at present existing are quieter than they have been. There is some movement of supplies to the trade, notwithstanding, and the outlook for activity this fall is quite encouraging. Discounts on box glass remain at 15 per cent. to the trade, but there is a possibility that a change may come in the near future, in which event there would be an advance. It is expected that the revision in railway freight rates will have some effect on price basis.

TORONTO

TORONTO, September 11.—The paint market is reported a little quieter this week, but volume of sales for the time of the year and the fact that many of the travellers are off the road is said to be very fair. Many out-of-town customers are up for the Exhibition this week.

The effect of the changes in the freight rates have not yet been manifested, but it is expected that it is liable to affect the paint market and will likely cause some changes in glass prices.

Prices on white lead in oil and putty are firm, with tendency to be rather higher than lower, and fall orders are good for these lines. Turpentine is unchanged and lower prices are quoted on linseed oil on which, however, latest reports show a firmer tone, due to revised estimates and reduced quantities of flax crops. Glass is firm and indications are for higher rather than lower prices.

Prices Firm on White Lead

Toronto.

WHITE LEAD IN OIL.—Prices on white lead in oil are unchanged and appear steady. The demand is normal and little change is expected for a while unless the higher freight rates cause a readjustment. Quotations are as follows:

White Lead—Pure, tons, $20.35, less, $20.70 per 100 lbs.; Elephant, genuine, tons, $20.85, less, $21.20 per 100 lbs.

Ready-mixed Paints Firm and Unchanged

Toronto.

READY MIXED PAINTS.—The sales of ready mixed paints have been good,

"Save the surface and you save all" *Paint & Varnish*

One Glidden Kind Calls for Another

The result is a steady Glidden demand. A good reputation created by constant advertising brings in the first orders. Then good results, coupled with *continued* advertising, keeps them coming.

Glidden Endurance Paint is a *new* kind recently added to the Glidden line. The same Glidden quality that vessel owners, and manufacturers generally, have used for nearly 50 years is now available to the home owner.

If you are not already familiar with our special paint proposition, write us to-day.

THE GLIDDEN COMPANY, LTD., Toronto, Ontario
Branches: Montreal and Winnipeg

If interested tear out this page and place with letters to be answered.

and with the fall a good deal of outdoor painting is expected. Prices hold firm without change.

Putty Prices Unchanged and Demand Good

Toronto.

PUTTY.—The demand continues good and good sales for fall are reported. There appears to be no chance of lower prices and whiting is still scarce and high in price. The following prices hold good.

Putty—Standard, in 100-lb. drums, $8.20 per 100 lbs.; 25-lb. drums, $8.55.

Rosins Show Easier Tendency

Toronto.

ROSIN.—Like turpentine, rosin is affected by rates of exchange and an easier exchange has the tendency to make lower prices on rosin. Stocks are fair but not heavy, and quotations are 10½ to 10¾ in barrel lots.

Glass Prices Firm; May Advance

Toronto.

GLASS.—Window glass prices are firm with every indication of advancing before long. It is expected that freight increases will mean an addition to prices and supplies at plants do not seem to warrant any hope of prices being any lower at mill. Discounts remain at 15 per cent. off list for case lots in single and double diamond.

Linseed Oil Lower But Prices Stiffening

Toronto.

LINSEED OIL.—Prices have been on the decline, due it is said, to lessened trading and better supplies, but the latest reports show that market is stiffening, due partly to reports to hand indicating that the American flax crop was over-estimated to the extent of two and a half million bushels. The higher freight rates will also have an effect of an added cost to the price of oil, so it is hardly regarded as likely that prices will go any lower than at present and they will advance as the market gets firmer. Present quotations are:

	Raw	Boiled
1 to 2 barrels, gal.	1 80	1 83
3 to 5 barrels, gal.	1 79	1 82
10 barrels and over	1 77	1 80

Turpentine Unchanged; May Go Higher

Toronto.

TURPENTINE.—Prices are unchanged on turpentine from last week, and it is thought that the bottom of the decline has been reached for the present. Higher freight rates will add, it is expected, another 2½ cents per gallon more to cost of turpentine and stocks on hand are not over large. Quotations are as follows: In barrel lots, $2.50 per gal.; 5 gallon lots, $2.65.

Review of Markets and of World's Production of Tin

About Half of World's Supply Mined in the British Empire

MR. FRANK MERRICKS, C.B.E., an English authority on tin, says that about one-half of the worlds supplies of tin is mined in the British Empire, the chief producing country since 1891 being the Federated Malay States, says the "Daily Metal Reporter." The other tin-producing countries of the empire are Cornwall, Nigeria, Australia and South Africa. The principal foreign tin-producing countries are Bolivia, the islands of Banca and Billiton in the Netherlands, East Indies, Siam and China. Prior to 1891, the tin output of the empire was confined to Australia, British Malays and Cornwall, the value of the Australian production being £9,879,539, while that of British Malaya was estimated at £5,400,000. The value of the Nigerian output is becoming important, and to-day exceeds that of Australia. The output of tin in British Malaya has fallen during the last few years, and in 1919 amounted to only 36,867 tons, as against nearly 50,000 tons in 1914. Simultaneously tin production in Bolivia, Siam and China has increased, so that the proportion of the world's tin supplies produced in the British Empire is not so large as it was until quite recently. The empire's tin output, however, is still more than ample for her own needs, and must also be drawn upon by other countries that are large users of this metal. Most of the tin mined in British Malaya is refined in the smelters of the Straits Trading Company at Singapore. These tin smelting plants are the largest in the world, and deal not only with the produce of the F.M.S., but also with ore shipped to Singapore from Siam, the Netherlands, East Indies, South Africa and Australia. The exports of tin from Singapore are consequently much greater than the actual production of British Malaya.

In Nigeria the existence of tin on the Bauchi plateau was known to the natives long before the arrival of the British, while it became known to Europeans as long ago as 1885, at which date, however, the country was too unsettled for prospecting. An official mineral survey was undertaken in 1903, tin mining was started in 1906, exports of tin concentrate were first recorded in 1907, and in 1918 82 tin mining companies were operating in the northern provinces of Nigeria, mostly on the Bauchi plateau. Up to the present, the highest recorded export tonnage for any year is 9,966 long tons of ore in 1917, the figure for 1918 being 8,29 4tons. In Australasia, Tasmania is the largest producer of tin, followed by New South Wales and Queensland, while small quantities are obtained in Victoria and in the northern territory. A large proportion of the output in New South Wales is won by dredging in the Tngha, Emmaville and Glen Nines divisions. Bolivia is the second largest tin producing country in the world. Before the war, most of her output of "barilla," or tin concentrates, containing 60 to 65 per cent. of tin, went partly to Germany and partly to the United Kingdom for smelting. In 1919, over 27,000 tons of tin ore were imported into this country from South America, the average annual output being about 8,300 tons. The ore is sent to Singapore for smelting, and the product comes into commerce as "Straits" tin. China's production is also reported to have increased considerably in recent years. The chief locality of production is Kochiu, about 22 miles from the French railway from Yunnan to Haiphong. The ore is smelted mainly in native furnaces to a metal of about 90 per cent. to 92 per cent. purity, and is then sent to Hong Kong, where it is refined, part of the product being returned to China for consumption there, and the remainder being exported.

KEEP MAILING LIST ALIVE

(Continued from page 59.)

one of these slips, and the same handed in at the office every morning. The name and address of the person asking for such article, or articles, is also noted.

In the office each slip is checked up. It is also determined whether the article is in any of the following groups: "Don't Want," "Can't Get," "On Order," "Will Order" or "In Stock." This information is transferred to a weekly report, and checks made against each article, to determine the number of times customers have asked for them during the week. If there is a sufficient demand every effort is made to put the article on sale immediately, and letters are directed to those who desire to purchase them.

One dealer who has been very successful with this system states:

"Our Want Slips have provided a sensitive gauge to public demand. They have enabled us to add to our stock many a new line of merchandise which was not carried before and thus enabled us to satisfy many an increased demand. Such a policy is advisable for every store, big or small, not only because of the profit derived from the sale of the added merchandise, but—what is vastly more important—because of the prestige it builds for the institution, stamping it as the place 'where you can get new things first.' The advertising value of such an impression can scarcely be overestimated."

SHU THE FLY

OFF THE COW

WITH

RAMSAY'S SHU-FLY OIL

A. RAMSAY AND SON COMPANY

All Canadian Makers of Paints and Varnishes Since 1842

MONTREAL TORONTO WINNIPEG VANCOUVER

Distributors—Edmonton District: Revillon Wholesale, Limited, Edmonton. Calgary District: The McDonald-Baker Co., 818 Eighth Ave. W., Calgary. Nova Scotia: Jas. Simmonds Limited, Halifax, N.S.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz...........	$17 50
No. 2, doz...........	17 60
No. 3, doz...........	19 80
No. 4, doz...........	21 56
No. 5, doz...........	23 76
No. 6, doz...........	26 40

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$2.85.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16,....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	5 90
Diamond King (glass)......	8 [illegible]
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Pony	3 00
Pony	2 75
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard 15 00
30-gal., extra heavy $18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.
Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.
Machine Bolts, 7-16 in. dia. and larger, list plus 10%.
Sleigh Shoe Bolts, all sizes, list plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, list plus 10%.
Bolt Ends, list plus 10%.
Plow Bolts, 1, 2, 3, HEADS, net list.
Plow Bolts, others, list plus 20%.
Elevator Bolts, large heaad, list plus 10%.
Elevator Bolts, corrugated heads, 20%.
Fancy Head Bolts, list plus 10%.
Shaft Bolts ($3 list), list plus 10%.
Step Bolts, large head ($3 list), list plus 10%.
Whiffletree Bolts, list plus 10%.
Nuts, 2 in., and smaller, square Blank, add to list $2.25.
Nuts, 2 in. and smaller, square Tapped, add to list $2.75.
Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.
Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.
Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.
Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12, No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.
List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.
Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.
Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS. HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each........	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set	$0 93
No. 3, per doz.	11 25

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	18 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$1 85
No. 121	1 96
No. 127	2 80

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 46
Plain Tinned, 16 oz. and heavier, lb.....	0 48	....
Polished and Tinned, 16 oz. and heavier, lb.	0 52	0 50
Tubing, lb.	0 50	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½. f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

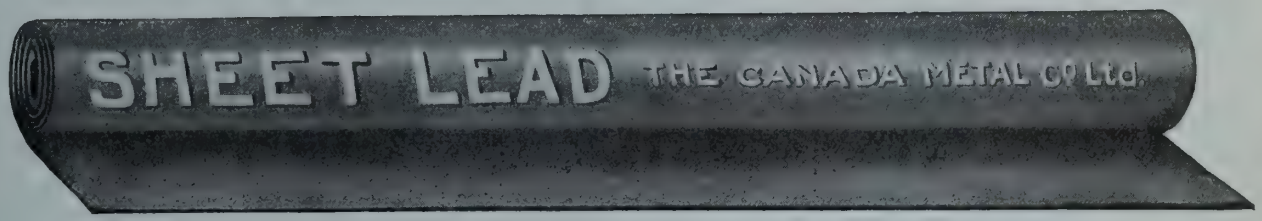
Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....
Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛.........	$0.45	19/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

SHEET LEAD



We make LEAD PIPE up to TWELVE INCHES in diameter LEAD TRA PS LEAD BENDS SOLDER

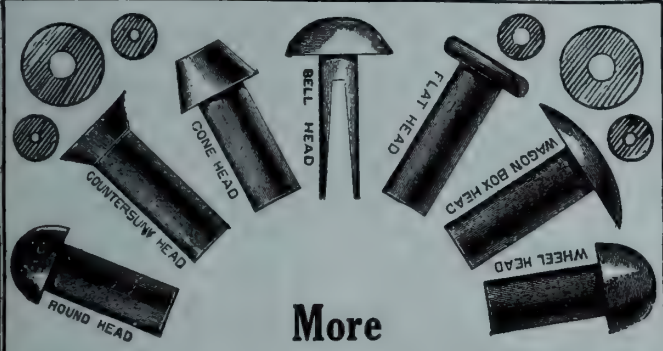
LEAD PIPE

We Make SHEET LEAD up to EIGHT FEET WIDE and can make PROMPT SHIPMENT

Our Specialties: BABBITT, SOLDER, LEAD PIPE, SHEET LEAD

THE CANADA METAL CO., Limited

HEAD OFFICE TORONTO BRANCH FACTORIES HAMILTON MONTREAL WINNIPEG VANCOUVER



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

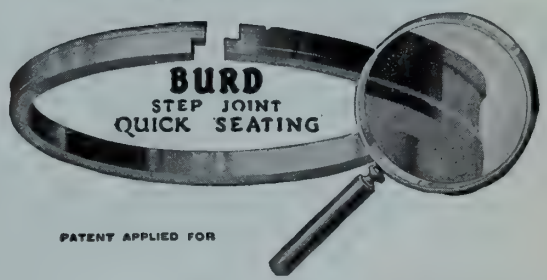
Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

PISTON RINGS



Complete assortment of the following makes in stock at all times:

INLAND
BURD QUICK SEATING
WEDGERITE
FORD SPECIAL
SUPERIOR
STANDARDS

RENAUD MOTOR SUPPLY LIMITED

326 East St. Catherine St.
MONTREAL

If interested, tear out this page and keep with letters to answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	4 00
Bi-Treadle, each	9 75
40-100 lbs., 2" to 3" face	3 25
Larger, 24" to 36" dia.	3 50
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$ 9.00
No. 33	10 70
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE

	Doz.
Sisal, 7-16 in.	$25 00
Do., 9-16 in.	38 00
Jute, 7-16 in.	25 00
Do., 9-16 in.	38 00

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to 3 lbs.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$10 00
Majestic, 2 Burner	15 00

Discount 27½%.

Universal 13 80

Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$23 00
Corrugated, ⅝ in., 100 ft.	26 00
Corrugated, ¾ in.	29 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ..... 25c per lb.
30 x 96 ..... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 10
Common, plain, 3, 4 and 5 lbs.	15.60
Common, plated, 4-5 lbs.	17.50
Common plated, 6 lbs. and up	.....
Plain, 6 lbs. up	12.40

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension

Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$15 00
Do., Japd.	15 00
Long Globe, plain	15 00
Do., Japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz cases	$1 20 doz.
3 doz. cases	1 15 doz.
6 doz. cases	1 10 doz.
Cold blast, genuine ruby	5 50

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	3 00
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
Momentum	20 25
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	.....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	26 00
Patriot	23 00
Jubilee	12 30
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer		$16 00
O-Cedar, less handle		12 60
Do., with handle		14 70
S. W. Mops, complete		6 30
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 35
Crank wringing	8 25-	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

		2¾	inch....15c
1	inch.....$1	3	inch....10c
1⅛	inch..... 1	3¼	inch....10c
1¼	inch....65c	3½	inch....10c
1½	inch....40c	4	inch.... 5c
1¾	inch....40c	4½	inch.... 5c
2	inch....30c	5-inch base.	
2¼	inch....30c	6½-inch base.	
2½	inch....15c	6-inch base.	

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.25 base; Toronto, $6.25.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.

Soligum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

Supplied in Wood Preservative Grade and also in Colors for Shingles and outside work—in 1 gal., 5 gals., or Barrels.

Retails from $1.20 to $2.00.

STURGEONS LIMITED, TORONTO

Agents for: "Ferrodor" Metal Paint
Paripan Enamel
Flintex Concrete Hardner
Solpar Wax Varnish, etc.
Oakey's English Flint Paper, etc.
Silica, Golden and Grey Ochres.

A CHALLENGE

$25.00

will be paid to the

FIRST MAN

who can prove to us that

IMPERIAL SOLDERING PASTE

is not equal to any soldering paste on the market

A free sample mailed on request for testing purposes

THE CANADA METAL CO.
LIMITED
TORONTO

UNIMECO

MADE IN CANADA

WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.

Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

If interested, tear out this page and keep with letters to answered.

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

Less 10%.

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 30
Black oil (winter)	0 30½
Imperial Kerosene tractor	1 45
Capital, cylinder	1 00½
Machine oil, regular grades	0 63
Imperial gas engine oil...	0 65
Paraffine	0 45

List, less 15% on above.

Polarine Oil, list	1 45
Polarine Oil, heavy, list..	1 45
Polarine A, list	1 45

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle Mobiloil, A	180

List, less 15% on above.

Fuel oil, bbls., net	21 80
Fuel oil, tank cars, net...	19 80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. roll	Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor....	1 50	1 50
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor..	1 70	1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 75	1 75
Joliette Sheathing	1 25	1 25
Do., tarred	1 40	1 40

	Per 100 lbs.
Monarch Sheathing, white....	6 50
Do., gray	5 50
Straw Sheathing, heavy, dry..	8 05
Spruce Sheathing, 36" and 72" wide	11 75
Asbestos Sheathing	13 50
Carpet Felt	9 00
Tarred Felt, 7, 10 and 16 oz.	6 05

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz....	12 50	13 00
6 to 7 lbs., doz....	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7.41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 25% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings...	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.....	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal, Montreal, Toronto

Do., 60 sheets	13 25	....
Ordinary, 52 sheets..	$13 00	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets.	....	27 00
IX, 20x28 112 sheets.	....	30 00
IXX, 20x28 112 sheets.	....	33 00
IXXX, 20x28 56 sheets.	....	18 00

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40

No.	Each
70	$6 75
80	6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square	Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Red Star, 3 ply	2 75	2 80
Liquid roofing coating, per gal., in bbls...	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	10 50	....
Coal tar (crude)...	9 25	....

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis ...	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	67
Halyards	50
Hemp, deep sea line basis ..	50
Hemp, tarred ratline basis ..	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 92
Do., ¼ in. and up	0 90

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
718—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket....	7 30
165—5 ft., Cotton Pocket....	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 60
Discount 10/5%.		

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

Little Visits Beatty Bros. Limited Bulletin With BT Dealers

Interior of Store, Turnbull & Cutcliffe, Brantford

Window Display, Turnbull & Cutcliffe, Brantford

Daisy Churn

Handle Many BT Products

Turnbull & Cutcliffe, of Brantford, Ont., make excellent use of the BT lines in their business.

As will be seen from the photographs, they stock five different types of BT Washing Machines; Pumps; Wringers; Churns and Butter Workers. They have now been handling BT products for over three years — in increasing volume each year.

They are noted for good window displays and on several occasions have had their windows shown in the hardware trade papers.

As will be noted, their window carried a display of the BT Daisy Churn and Butter Worker when these photographs were taken.

The Daisy Churn

The Daisy Churn is the standard article on thousands of farms.

All over Canada—and abroad as well—Hardware Dealers are selling them year by year. For its popularity there are many reasons.

The dealer likes it because it is easy to sell and remarkably easy to put together.

The customer is attracted by the beautiful finish in the first place and then becomes a firm friend because of its working qualities. In addition to the beautiful oak barrel and the greatest care and skill in every detail of its manufacture, the Daisy has a great advantage in the patented vent. This saves the operator from stopping the churning to let off the gas.

Place your churn orders now for spring delivery. Oak staves are scarce and it will pay to make sure of your spring stock.

Beatty Bros. Limited

Fergus, Ont. London, Ont. St. John, N.B. Montreal Winnipeg Edmonton Vancouver London, Eng.

"The BT Agency Pays"

If interested tear out this page and place with letters to be answered.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $20 00
Golden Clipper 20 95
Little Giant 22 00
Bush 20 50

SNATHS Doz.
00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 00
Bush 17 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$13 50	$13 00
26 gauge	13 25	12 95
24 gauge	12 65	12 35
22 gauge	12 30	11 90
20 gauge	.....	11 75
18 and 20 ga.	11 60	.....

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 65
Galvd. 7 65

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3-burner	$1 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net 5 00
Detroit Glass Front Oven, No. 85, each. net ....
Hot Blast ..... Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 60
Hot Blast	Plus 10%

Discount 30% off list.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.	$ 62 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	47 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b	58 00
Grand Rapids, jap., cyco b.b.	52 00
Parlor Queen, nick., cyco b.b	64 00
Princess, nick., cyco b.b.	60 00
Standard, jap. fittings	48 00
Universal, Jap., cyco bear	50 00
Universal, nick., cyco bear.	66 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled $124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario $10 00

TACKS Discount
Wire Tacks ..... 60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920. 60 and 15%
Double-pointed tacks 65-10%
Shoe findings ..... Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Ppright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. .....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	add 25% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.	$3 50
Jump, No. 1	3 70
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER per ft.

500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	$1 04
Cones, 3-ply, lb.	1 00
Do., 4-ply, lb.	....

VALVES AND COCKS

Compression work—Standard	25%
High grade	24%
Fuller work—Standard	30%
Basin cocks, No. 0—Standard.	23%
Nos. 1 and 2	23%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	25%
Roundway stop and waste cocks—Standard	32%
Brass steam cocks, stand. add	10%
Radiator valves—Standard	15%
Do., removable seat	10%
Globe, angle and check valves, standard ..... add	5%
Gate or Straightway	Net
Jenkins Gate Valve	10%
Standard Gate ..... list plus	5%
Jenkins Globe ..... list plus	20%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves

Gate Valves	Net list
Regrinding Valves	Plus 7½%
Swing Check Valves	Plus 15%
Compodisk Valves	Plus 7½%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 25%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus 66 1-3%

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$5 10	$5 60	$7 00
Section, ½ lb., per 100 lbs.	5 50	6 20	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 90	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Heavier than	Gauge	Price extra
	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 [illegible]
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70
Bright base		6 00
Annealed base		6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire

No. 18	$10 00
No. 19	10 50

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern: 20% on genuine.

WRINGERS, CLOTHES

Domestic, No. 531E	$120 80
Dom. Bench, No. 541EB	165 50
Favorite, No. 511E	111 80
Favorite, No. 512	118 20
Royal Canadian, No. 151	102 00
Favorite No. 514	138 50
Ottawa, No. 331E	109 30
Ottawa, Bench, No. 341EB	154 00
Challenge, No. 311E	100 30
Warranty	127 00
Bicycle	115 00
Safety	103 50
Eze	110 00
Rapid	100 00

Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London.
Stove Pipe Thimbles, 40%.

TINKER TOM'S TALKS.

PICKLED SHEETS

ANY USER OF PICKLED SHEETS WHO IS IN POSITION TO SUPPLY ORDINARY ONE PASS BOX ANNEALED STOCK CAN HAVE VERY

GOOD CLEAN

PICKLED STOCK

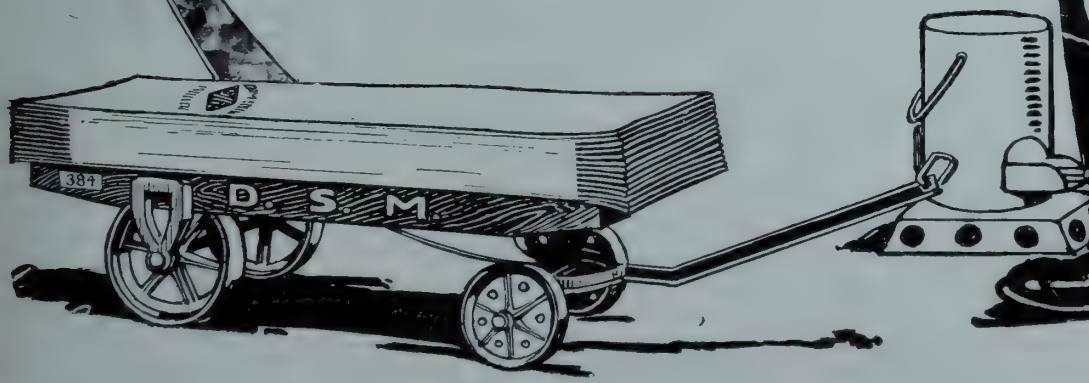
MADE FROM SAME

PICKLING TANKS

WE OIL WITH A LIGHT CLEAN OIL AFTER PICKLING AND DRYING TO PREVENT RUST

OUR PRICE IS MODERATE YOU CAN SAVE MONEY

TINKER TOM



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs.	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C,P, Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	7 50
Hillcrest	7 90

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85		45 45
86 to 90		48 85
91 to 94		49 80
95 to 100		58 55
101 to 105		65 35
106 to 110		73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS

ZZinc coated, 18c 1-lb. packages. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	
10s	0 35	
5s	0 36	
1s	0 39½	
½s	0 43½	

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL

For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, ga'	4.50- 7.00

F.o.b. Mor real, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	1 15
1s (1 doz.)	13 00

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 00
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

See Weekly Report.

ROSIN

Barrels, 100 lbs.	10 75
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$8 25	7 50
Gal. jugs	8 75	8 00

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Car Tar, refined	10 50	10 50
Coal Tar, crude	9 25	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 94
Kyanize Interior	3 94
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 67
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 24
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20
C. D. Wall Coating, white		9 60
Do., colors		9 60

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 38
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING

Gilders, bolted, in bbls. 3 25

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	$3 75

F.o.b. Montreal Toronto London.

HARRIS HEAVY PRESSURE

The Distinctive Babbitt

Round in shape, Copper coated, with profile and wording that thousands of users know by years of service.

Put out and guaranteed by a Firm with a metal experience of over one-third of a century, and whose guarantee means something.

THE CANADA METAL CO., LIMITED
TORONTO

Window RED S Glass

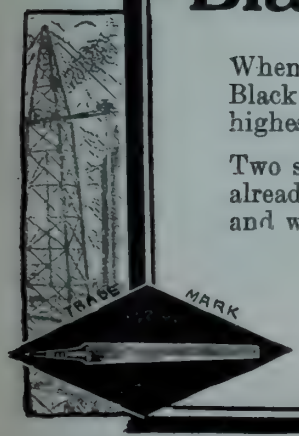
Also Plate, Figured, Bent, and Ornamental Glass

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited
Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
82/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
80/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ....25% on list

Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅜-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubbes, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots	$54 00
5,000 ft. lots	53 00

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil, 3-16 in., $19; ¼-in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25 per cent.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.

Hand, No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ....$1.08 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., $7.60; 10 in., $8.33; 12 in., $9.68; 15 in., $13.50.

Conductor pipe, 2 in., per 100 ft., $9.23; 3 in., $11.25; 4 in., $14.40; 5 in., $19.80.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz.

Cold Blast	$1 20
Short	1 20
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face Doz.

No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

No. 30 up to and including

	Doz.
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $9.60; No. 2 and larger, $9.35; snowshoes, No. 0 to No. 1, $9.85; No. 2 and larger, $9.70; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

Per 100 ft.

	3-ply	Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$13 75
28 Am. or 26 Eng.	13 35
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Potts' No. 55, set $2 00

Mrs. Potts' No. 50, set 2 15

Mrs. Potts' common sad iron handles, $1.63 dozen. Mrs. Potts' improved, $2.30 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$15 00
Lightning	15 00

LADDERS, STEP

Common, 4 ft., $1.24; 5 ft., $1.55; 6 ft., $1.86; 7 ft., $2.15; 8 ft., $2.40; 10 ft., $3.10.

LADDERS, EXTENSION

20 to 32 ft., per ft., 32c; 36 to 40, 34c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
6	3 [illegible]
9	4 88

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	9 55

MATTOCKS

Pick, $15.25; cutter, $15.50.

MOPS

O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 8 50	$ 9 00
Empress		11 00	11 50
Daisy		6 60	6 85
Star		7 40	7 85
K—3-blade	7 25	7 60	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 60

NAILS

Wire, f.o.b. Fort William, $6.50 base; Winnipeg, $7.00. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$6 [illegible]
30 in.	8 93
36 in.	10 50

Stephens'

REGISTERED TRADE MARK

Silkstone Flat Wall Colours

For beautifying homes all the year round. Silkstone is not merely a "spring re-decorator," but an all-the-year staple that housewives are buying for the home whenever the spirit moves them to "do the walls."

The housewife is "sold" on Silkstone because she knows that it is cheaper than wall paper and can be washed without rubbing off. The soft, silky finish has an appeal for the home-lover. Silkstone out-wears all other wall coverings.

The economical side of Silkstone; its beauty and its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably—learn what's in it for you in an agency.

Ask for Colour Cards and other Literature

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—

	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70

25% and 10%.

PAINTS, PREPARED
(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15
Ramsay's White	5 55
Do., colors	5 30
Dultone, White	4 25
Do., colors	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 60
Sunrise	1 45
Anchor, tarred	1 75
O.K., tarred	1 75
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT
Buttweld,

Per 100 ft. Blk.	Steel Blk.	Galv.
⅛ in.	$ 6 17	$ 8 64
¼ in.	5 76	8 10
⅜ in.	5 90	8 24
½ in.	7 88	9 59
¾ in.	9 77	12 06
1 in.	14 40	17 82
1¼ in.	19 53	24 12
1½ in.	23 40	28 80
2 in.	31 50	38 84
2½ in.	50 94	63 00
3 in.	66 60	82 80
3½ in.	84 60	103 50
4 in.	99 90	122 40
4½ in.	119 25	146 70
5 in.	139 05	171 00
6 in.	180 00	222 30

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	2 40	2 10
12-oz.	4 80	4 20
1-quart	10 00	10 50
½-gal.	....	16 80
1-gal.	28 08	25 20

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
No. 158, gal. 5" wheel	5 72

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. t s	16¾

RIVETS AND BURRS

Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in, ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	14 37
Bush	16 25

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%

Jap. Coal Hods, list plus 92½%

Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 00	$22 50
¼ in.	19 30	19 80
5/16 in.	18 10	18 60
⅜ in.	16 75	17 25
7/16 in.	15 70	16 20
½ in.	15 10	15 60
9/16 in.	14 95	15 45
⅝ in.	14 80	15 30
¾ in.	14 65	15 15
⅞ in.	14 50	15 00
1 in.	14 50	15 00
1⅛ in.	14 50	15 00
1¼ in.	14 80	15 30
1⅜ in.	14 80	15 30

WASTE

Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$5 75
Solid	5 50

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.80 Winnipeg; Glidden Cattle, 2-pt., $5.60 Winnipeg; Baker, 2-pt., $5.50 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.

Patented screen in 100-ft. rolls, $8.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.26; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	..

WRENCHES—PIPE

	Trimo Each	Stillson Each
6 inch	....	1 60
8 inch	....	1 80
10 inch	1 81	2 00
14 inch	2 50	2 80
18 inch	3 63	4 00
24 inch	5 25	5 80
36 inch	....	10 80

Always Ready	Black (Dozen)	N. P. (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

HARDWARE SPECIALTY LINES
WANTED FOR WESTERN CANADA

P. R. BRECKEN, Limited

Manufacturers' Agent

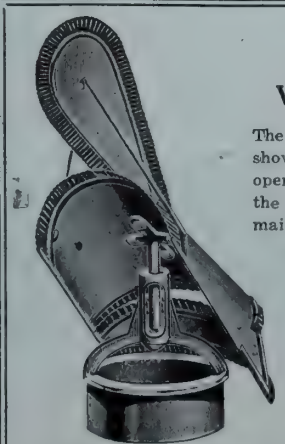
108 Sixth Avenue West

CALGARY ALBERTA

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Rake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.



O-Rib-O

Volcano Chimney Top

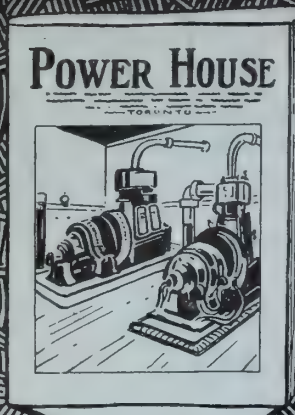
The Deflector — the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys, and closes sales with a bang. Homes, stores, churches, factories are all your prospects.

Order to-day.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

If interested tear out this page and place with letters to be answered.



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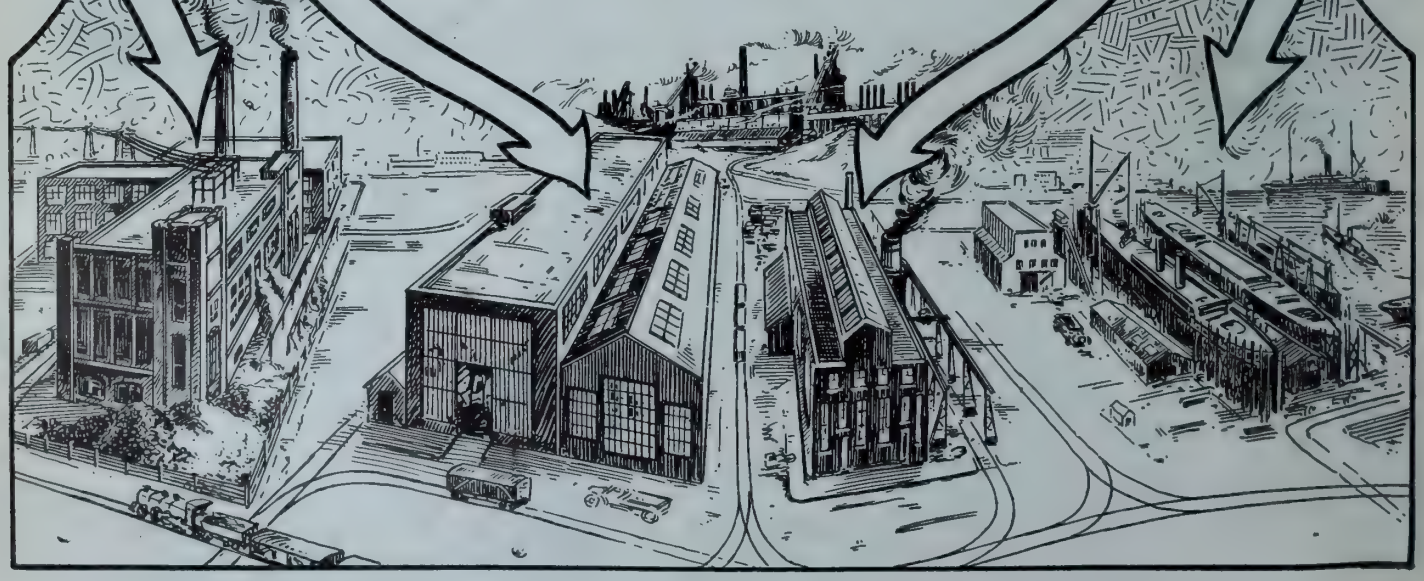

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — A — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Diamond "A"

For holding Fall paint customers for permanent trade—for next year's trade and the year after that—there is nothing like the satisfying, lasting service of Diamond "A" House Paint.

House Paint

Our Guarantee

We hereby guarantee Diamond "A" absolutely Pure House Paint to be made entirely of Pure White Lead, Pure Oxide of Zinc (except such shades as do not contain lead and zinc), Pure Coloring Materials, Pure Linseed Oil, Pure Turpentine Dryer and nothing else and is sold subject to chemical analysis.

For Fall Painting

Kyanize
KY-AN-IZE

FOR FLOORS, ALL WOOD WORK AND MOTOR CARS

Kyanize will make your floors and furniture look like new and a cloth with warm water will keep them looking spick and span. Kyanize is the most durable finish ever made. Can be supplied in clear and eight popular colors.

Kyanize Motor Car Enamels are easy to apply, dry hard in a short time, with a beautiful lustre that lasts. Made by the celebrated Kyanize Process, they color and varnish in one operation. Nine beautiful, permanent colors, also a rich, lustrous black.

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The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

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THE BUYERS' GUIDE

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Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Norman MacDonald, Toronto.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Hurtubise Limited, Montreal, Que.
Landers, Frary & Clarke, New Britain, Conn.
The Louis McLain Co., Limited, Toronto, Ont.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
Wm. J. Brown, Montreal, Que.
H. W. Johns Manville Co., Toronto, Ont.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Samuels & Co., J., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

Auto Accessories, Equipment and Supplies. (Jobbers)
D. Ackland & Son, Limited, Winnipeg, Man.
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
The Adamson Mfg. Co., Hamilton, Ont.
Ames, Holden McCready, Limited, Montreal.
The All-Way Mfg. Co., Toronto, Ont.
Apollo Plug Mfg. Co., Birmingham, Eng.
Auto Specialties Co., Fort Erie, Ont.
Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Edgar C. Guthard Co., Chicago, Ill.
The Franco-British Supply Co., Winnipeg, Man.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
The Imperial Bit & Snap Co., Racine, Wis.
The Kales Stamping Co., Limited, Walkerville, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc., New York.
Will. B. Lane, Chicago, Ill.
Marquette Mfg. Co., Inc., The, St. Paul, Minn.
John Murphy Co., Winnipeg, Man.
The Locktite Mfg Co., Windsor, Ont.
The Motor Specialties Co., Waltham, Mass.
Motor Sundries Limited, Toronto, Ont.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
C. A. Shaler Co., Waupun, Wis.
A Schrader Sons, Inc. Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
The Van der Linde Rubber Co., Toronto.
Van Cleef Bros., Chicago, Ill.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Automobile Jacks
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Burgess Batteries Limited, Winnipeg, Man.
Canadian National Carbon Co. Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Burgess Batteries Limited, Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co., Ltd., The, Toronto.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

"Another SIMMS Paint Brush"

That is the experience of dealers who handle the famous line of SIMMS Better Brushes.

The customer who has once used a SIMMS Brush, will not be satisfied with any other make.

TRADE SIMMS SET IN RUBBER MARK

Paint and Varnish Brushes

are popular because they give real service to the user. The indestructible rubber setting, reinforced by a steel ferrule, holds the bristles so that they CANNOT loosen and come out.

That is why every purchaser of a SIMMS brush is a sure repeater—and THAT is why the SIMMS line is the most profitable line of brushes you can possibly handle.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes for 54 Years

ST. JOHN, N.B.

Branches: MONTREAL, TORONTO, LONDON

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THE BUYERS' GUIDE

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Scythes,, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
John Adam & Son, Collingwood, Ont.
Canadian Broom Mfg. Co., Ltd, Winnipeg, Man.
Meakins and Sons, Limited, Hamilton, Ont.
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd.. Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd.. Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Business Machines
The International Business Machines, Ltd., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.
Norman MacDonald, Toronto, Ont.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.
Jacobs Mfg. Co., Hartford, Conn.
Jones & Shipman Limited, Toronto, Ont.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

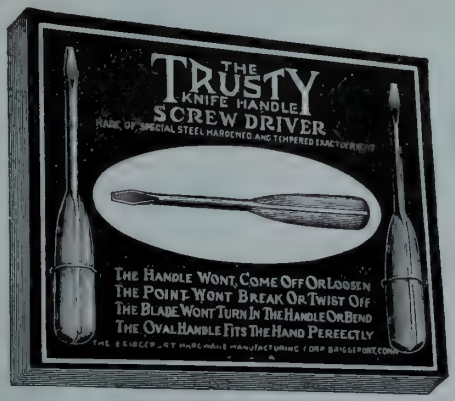
Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

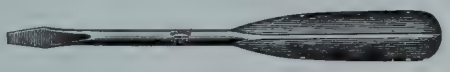
"A Popular Pattern at a Popular Price"



Knife-Handle Screw Drivers are the most popular of all. But the well-known makes are now too high priced for the average user.

Thats why we brought out THE TRUSTY —a New Knife-Handle Screw Driver which fills every demand for a Knife-Handle Driver at a *popular price.*

It is lighter and better balanced than the higher-priced patterns, made very strong, blade-tempered from end to end, and practical for every purpose, except hammering on the butt end, which is impractical for any driver, as it makes the end very rough for the hand.



The TRUSTY is TRUSTY—The handle won't come off or loosen. The point won't break or twist off and the blade won't turn in the handle or bend. The oval handle fits the hand perfectly.

Packed in both *regular* and in *handsome display boxes* which display the goods to the best advantage and make quick sales.

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Sole Distributors,
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P H

IMPERIAL

INGERSOLL

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THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A. R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Frederick Giles & Son, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman Limited, Toronto, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Pedlar People Limited, Oshawa, Ont.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engineers' Supplies
A. Downs & Co., Manchester, Eng.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fence Posts, steel
Burlington Products Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

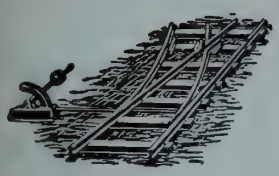
Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

G R

MINISTRY OF MUNITIONS



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of

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Plant and Machinery
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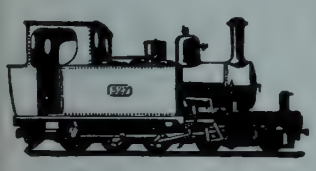
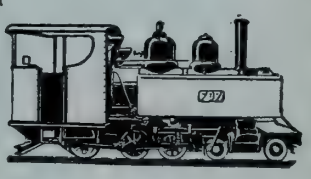
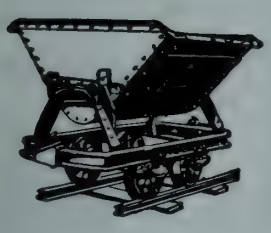
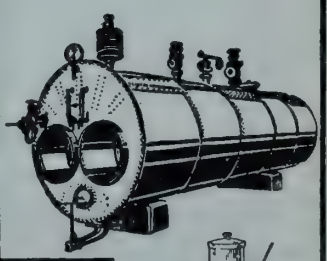
Factory Stores
Machine Tools
Railway Material
Contractors' Stores
Electrical Instruments and Machinery
Medical Stores
Chemical and Explosives
Motor Vehicles
Agricultural Machinery
Aircraft
Furniture
Textiles and Clothing
Boots and Leather Equipment
Motor Boats, etc., etc.



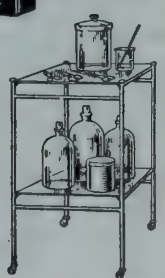






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



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THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co, Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

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Est. 1858

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THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, On
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
The Northern Electric Co., Limited, Montreal, Que.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd. Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
The Solex Co., Winnipeg, Man.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Montreal.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

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THE BUYERS' GUIDE

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
B. M. Hill & Co., Limited, Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phonographs
The Musical Merchandising Sales Co., Toronto.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rings
The Burd Ring Sales Co. of Canada, Winnipeg.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Expansion
The Rowe Plug Co., Ltd., London, Eng.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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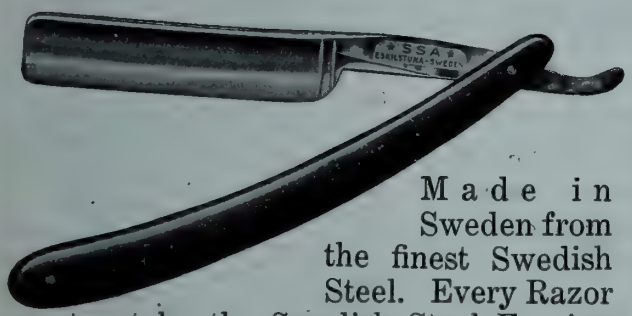

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Norman Jessiman, 505 Hastings St. W., Vancouver, B.C.

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Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
The Damon Specialty Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Dorken Bros. & Co., Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Goodell Pratt Co., Greenfield, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

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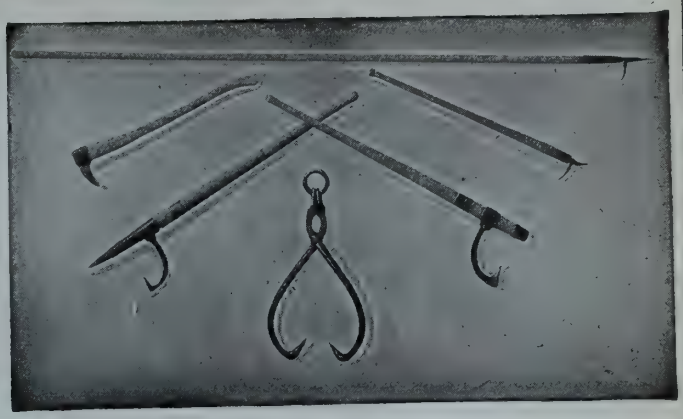

Fig. 117

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Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screw Machine Products
The National Acme Co., Cleveland, Ohio.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Pedlar People Limited, Oshawa, Ont.
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shellac
Stewart & Wood, Ltd., Toronto.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sickles
The Burrowes Mfg. Co., Toronto, Ont.

Sifters, Ash
Wiebusch & Hilger, Ltd., New York, N.Y.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Products
The Western Steel Products Ltd., Winnipeg, Man.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont
The Gurney Foundry Co., Ltd., Toronto.
Adam Hall, Limited, Peterborough, Ont.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian General Electric Co., Ltd., Toronto, Ont.
National Electric Heating Co., Ltd., Toronto, Ont
The Northern Electric Co., Limited, Montreal, Que

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.
Dingley Bros., Export, Limited, Lindsay Bldg., Montreal, Que.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Syphons
The Anthes Foundry Co., Limited, Winnipeg, Man.

Tacks
The Canada Tack & Nail Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

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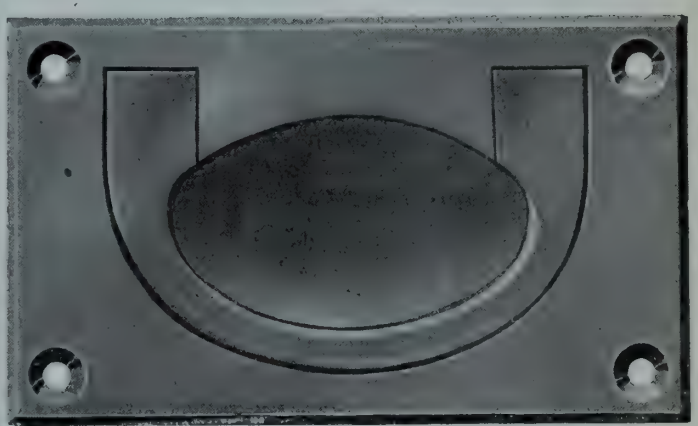

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The Stratford Brass Company
Limited
STRATFORD, ONTARIO

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Thermos Bottles
The Canadian Thermos Bottle Co., Ltd., Toronto.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Timers for Ford Cars
The Franco-British Supply Co., Winnipeg, Man.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
The "J.B.R." Tool Works, Manchester, Eng.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
Jones & Shipman Limited, Toronto, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Canadian K.K. Co., Ltd., Elora, Ont.
The Coleman Fare Box Co., Limited, Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.
The Rex Import Co., Ltd., Glasgow, Scotland.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Limited, Toronto, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Voss Bros. Mfg. Co., Davenport, Iowa.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Wax, Liquid
The Damon Specialty Co., Toronto, Ont.
MacNeill's Liquid Floor Wax Co., Ltd., Toronto.

Wax, Floor
T. S. Jackson & Sons, Limited, London, Eng
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

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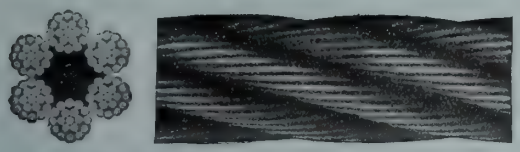

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TORONTO CANADA

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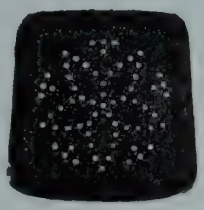
Staple Patterns



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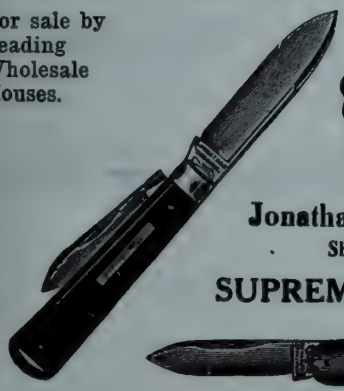
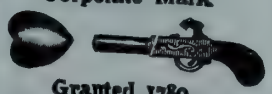


Corporate Mark



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THE BUYERS' GUIDE

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J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
Frothingham & Workman, Montreal.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
The Kennedy Hardware Co., Ltd., Toronto, Ont.
Lewis Brothers, Limited, Montreal, Que.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

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B. Greening Wire Cloth Co., Ltd., Hamilton.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Graham Nail Works, Toronto.

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Dennis Wire & Iron Works Co., Ltd., London, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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The Brett Mfg. Co., Winnipeg, Man.

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Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Edgar C. Luthard Co., Chicago, Ill.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

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Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

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J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
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Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
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OF ALL DESCRIPTIONS

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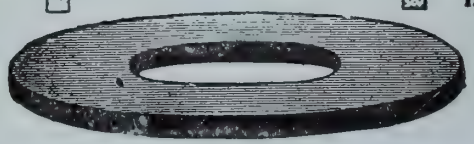

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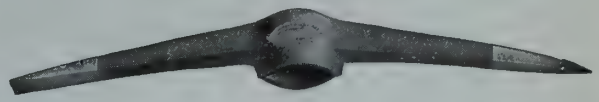

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This cement will repair a roof WHERE SOLDER CANNOT BE USED.

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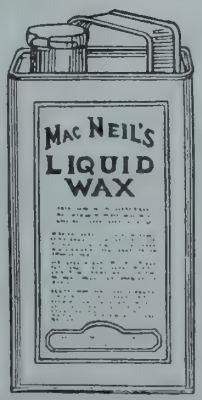

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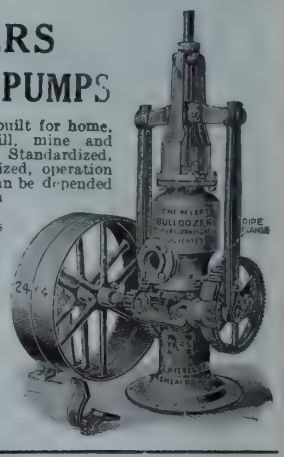

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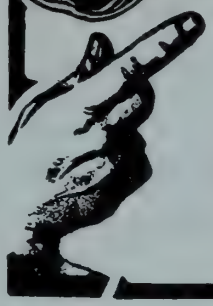

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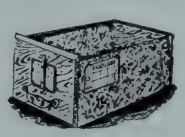

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Hardware dealers can get Owl Traction Babbitts for tractors, Owl Babbitt Metal for threshers, and Owl Vulcan Babbitts for light, general work from their jobbers. Also solders for tinsmiths and plumbers.

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IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

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When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

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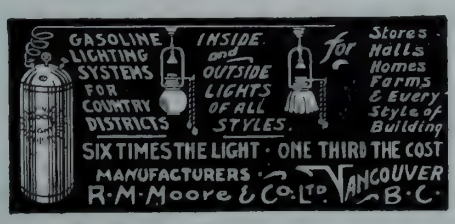

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VICTOR NOR-EL-CO

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INDEX TO ADVERTISERS

A

Acme Waste Mfg. Co., Ltd. .. 105
American Enameled Products Co. 20
American Grinder Co. 14
Ashdown Hardware Co., J. H.. 85

B

Barnett Co., G. & H. 79
Beach Foundry Co. 23
Beatty Bros., Ltd. 75
Berry Bros. 65
Brett Co., The 83
Brecken 83
Bridgeport Brass Mfg. Corp... 89
British Smelting & Refining Co. 31
Brown, Boggs & Co. 27
Butterfield & Co. 19

C

Cameron & Co. 107
Canadian Decalcomania Co., Ltd. 109
Canada Metal Co. 71, 73, 79
Canada Steel Goods Co., The.. 3
Canada Wire & Iron Goods Co. 105
Canadian Die Casting Co..... 109
Can. Foundries & Forgings Co., Ltd. 25
Can. National Carbon Co. 95
Canadian John Wood Mfg. Co. 105
Canadian Veneering Co. 105
Canadian Yale & Towne Co. .. 30
Channell Chemical Co. .. .. .. Inside front cover
Clayton & Lambert 105
Climax Baler Co. 109
Coghlin Co., Ltd., B. J. 107
Collette Manufacturing Co. ... 20
Consumers Cordage Co. 8-9
Crane Limited 105
Crescent Co., The 20
Crookes & Son, Jon. 105
Crouse, Hinds Co. 11

D

Dayton Scale Co.....Back cover
Davidson Mfg. Co., Ltd., The.. 28
Dazey Churn Co. 13
Decotint Co., The 63
Diamond Saw & Stamping Wks. 109
Dingley Bros. (Export), Ltd... 106
Dominion Cartridge Co. 34
Dominion Metal Co. 109
Dominion Sheet Metal Corp'n.. 77
Doon Twines, Ltd. 109
Dupont de Nemours Co., E. I. 18

E

Eddy Co., E. B. 15
Ellis & Sons, Fred 28

G

Gendron Mfg. Co. 20
Glidden Co., The 67
Graham Nail Works 97
Greb Co., The 109
Great West Electric Co. 83
Guelph Spring & Axle Co..... 109
Gutta Percha & Rubber Co. .. 22

H

Hamilton Stamp & Stencil Wks., Ltd. 109
Hamilton Stove & Heater Co.... 6
Howland, Sons & Co., H. S. . 1
Harvey Hubbell Co. 10
Hutton & Co., James..... 107

I

Imperial Oil Limited 33
Ingersoll File Co. 89
International Business Machines Back cover

J

Jamieson & Co., R. C. 93
Jardine & Co., A. R. 106
Jennings Mfg. Co., Russell 109

K

Kinzinger, Bruce & Co., Ltd.. 109

L

Laidlaw Bale & Tie Co. 97
Lamplough & Co., F. W. 97
Landers, Frary & Clark 2
Leslie & Co., Ltd., A. C. 36
London Bolt & Hinge Co..... 107
London Rolling Mill Co. 106
Lufkin Rule Co. of Canada, Ltd. 110

M

MacNeils Liquid Wax Co..... 105
Manitoba Steel & Iron Co. 83
Manning Hinton & Brissenden. 109
Martin Co., The L..... 107
Martin-Senour Co. ....Front cover
McArthur & Co., Alex. 97
McClary Mfg. Co. 21
McDougall Co., R. 99
Megantic Broom Co. 99
Mica Co. of Canada, Ltd..... 109
Ministry of Munitions 91
Moore & Co., R. M. 109
Moore & Co., Ltd., Benjamin. 61
Montreal Rolling Mill Co. 32
Morrison Brass Co., James 29
Myers & Bro., F. E. 106

N

Nagle & Co., H. 30
National Stamping & Elec. Wks. 105
New Standard Hdwe. Works.. 26
Niagara Falls Metal Stamp'g Co. 30
Nicholson File Co. 27
North Bros. Mfg. Co. 26
Northern Bolt, Screw & Wire Co., Ltd. 30
Northern Electric Co., Ltd. 4
Nova Scotia Steel & Coal Co... 106

O

Oakey & Sons, John 105
O-Rib-O Mfg. Co. 83
Ottawa Paint Works, Ltd. .... Inside back cover
Owen Sound Wire Fence Co.... 109
Owl Metal Co., Ltd. 107

P

Parmenter, Bulloch & Co. 71
Pink Co., Thos. 99
Prairie City Oil Co. 83
Progressive Mfg. Co. 107

R

Ramsay & Son, A. 69
Reed & Co., Geo. W..... 105
Renaud Motor Supply Co. 71
Rideau Specialty Co. 109
Rogers Mfg. Co., Wm. 16

S

Savage Arms Corp. 17
Shurly Co., T. F. 101
Simms & Co., T. S. 87
Shambrook & Co., W. D. 24
Starrett Co., L. S. 12
Stephens & Co., G. F. 81
Still Mfg. Co., J. H. 101
Stratford Brass Co. 101
Sturgeons, Limited 73

T

Taylor-Forbes Co., Ltd. 29
Thompson & Co., B. & S. H... 24
Toronto Plate Glass Importing Co. 79
Trees & Co., Samuel 31
Trimont Mfg. Co. 101
Turner & Sons, J. J. 105

U

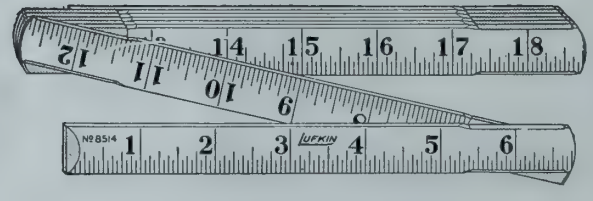
Union Iron & Metal Co. 73
United States Sand Paper Co... 73

V

Van Der Linde Rubber Co..... 32
Vol-Peek Mfg. Co. 30

W

Want Ad. Page 112
Warren Tool & Forge Co. 105
Westco Pumps Ltd. 36
Western Wire & Nail Co. 105
Wiebusch & Hilger 5
Wilckes-Martin-Wilckes Co..... 109
Wilkinson & Kompass 105
Williams & Co., J. H. 65
Wilt Twist Drill Co. of Canada, Ltd. .... Front cover, 7
Woods & Co., Walter 104
Wrought Washer Mfg. Co. ... 104



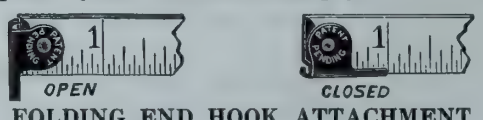
LUFKIN SPRING JOINT WOOD RULES

Made in Canada

THE LINE YOU SHOULD CARRY
EXCELLENT ASSORTMENT

ASK YOUR JOBBER
PROMPT SERVICE

Flexible, tough sections, with brass-plated joints smooth-working yet firm and hold the rules up properly to their work.



FOLDING END HOOK ATTACHMENT

This is an improved and exclusive feature supplied on any of ***LUFKIN*** Spring Joint Rules at a fraction of additional cost. Just the thing for taking measurements out of arm's reach. Handy for any work.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

If interested tear out this page and place with letters to be answered.

O.P.W.

Trade Mark Registered

O. P. W. boosts the paint sale,
Never let it wait;
Now's the time to order:
Hurry up the freight.
Or'er now by 'phone or mail,
To delay is tempting fate.

"Save the surface and you save all" *Paint & Varnish*

"Paints and Varnishes for Every Purpose"

Inside Information for Sales of Outside Paint

Many of your customers are putting off outside fall painting. Many of them will put it off until too late, unless you jack them up. See to it that they get their O.P.W. now for outside work. Call their attention to the jobs that must be done in the short remaining season.

With the completion of outside painting and the beginning of cold weather things will be breaking just right for you to encourage inside decoration. By the way, have you ordered your inside paints and finishes? Are *you* prepared?

O.P.W. Dealers Prosper—Are You One?

Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

Counts Small Articles at Stocktaking Time

When you take stock of small articles —screws, nuts, bolts, etc.

The Dayton Computing Hardware Scale

does your counting for you accurately and quickly. It's more than a weighing machine—it's a safety valve that stops losses.

It assures your customers of full weight, and it saves you money by preventing overweight.

It speeds up service in your store and pleases your trade. It saves your customers' time, and your time, every time anything has to be weighed.

Complete information regarding Dayton Computing Hardware Scales and prices will be sent you if you write our nearest office.

International Business Machines Co. Limited

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 44 Granville St.
OTTAWA, 188 Queen St.
WALKERVILLE, ONT., 44 Lincoln Rd.
CALGARY, 127 Sixth Ave.
QUEBEC, 506 Merger Bldg.
TORONTO, 415½ Yonge St.
WINNIPEG, 227 McDermott Ave.
EDMONTON, 10118 102nd St.
MONTREAL, 1 and 3 Notre Dame St. W.
HAMILTON, 225 King St. E.
SASKATOON, 254 Third Ave.
VANCOUVER, 110 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)

PUBLISHED EVERY SATURDAY SINCE 1880

Hardware and Metal

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

Vol. XXXII. No. 38 SEPTEMBER 18, 1920

CANADIAN COPY

"HEATRAY"

—the National ELECTRIC heater that's a producer of big sales

EVERY "Heatray" that has been sold is selling several more because of its absolute dependability and its efficiency.

The "Heatray" makes every corner a cosy corner. It is portable, adjustable and convenient, meeting in every way the needs of the Canadian people for an auxiliary heater in the home.

Are you taking advantage of our splendid National advertising? The "Heatray" was demonstrated to hundreds of thousands of people at the Canadian National Exhibition.

If your jobber can't supply you, write direct.

Patented in Canada and U.S.A. Other Patents Pending

Catalog No. 1210

Manufactured by

The National Electric Heating Company, Limited

TORONTO - CANADA

A Sales "Stunt" *that turns the trick*

A progressive general merchant of the West, who has made a notable success in the retail business, passes along this simple little selling scheme, that he has tried out with good results.

On top of his counter-case beside the cash register he has arranged a miniature home scene.

A doll's house with the front wall removed shows the interior four rooms nicely arranged with doll's furniture, and, in each room, a cut-out cardboard figure of the O-Cedar maid is seen polishing some article of furniture or using the O-Cedar Mop on the floors and woodwork.

At the side of the house, stands the garage; with the little toy auto standing at the door, a bottle of O-Cedar back of it, and the O-Cedar maid with her pleasant smile putting the finishing touches to its gleaming surface.

This merchant says the whole arrangement only took him a few hours to make, but—this little pantomime that he has staged by his cash register (where the customer invariably sees it as she waits for change)—has sold hundreds of dollars' worth of O-Cedar Polish. It acts as a reminder and silently suggests the use of—O-CEDAR.

Channell Chemical Co., Limited
TORONTO

CLEANS AS IT POLISHES
O-Cedar Polish

HARDWARE AND METAL, September 18, 1920. Volume XXXII., No. 38. Published every Saturday at Toronto. Yearly subscription price, $4.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Tighten the Windows and Doors

WITH coal hitting around the $17 and $18 mark there will be less carelessness among householders in the matter of weather-stripping their windows and doors. It is just as important to prevent heat from escaping and cold from entering as it is to shovel coal into the furnace.

An Ounce of Prevention is Worth a Pound of Cure

To display weather strips now is to get your customers thinking of them early. Sort your stock with the following lines: **"Frost King," Felt and Wood, Regular and Clincher Type, Bronze Strip 1¼ inches wide.**

We also carry a complete line of door checks, including the **"Corbin," "Yale and Towne," "Sargent" and "Richards-Wilcox."**

Ask the "Rice Lewis" Man

Rice Lewis and Son, Limited

Victoria St., Toronto

If interested tear out this page and place with letters to be answered.

UNIVERSAL
ELECTRIC
Vacuum Cleaner

Satisfied Users
Make More Customers

Hundreds of women throughout the country have recently added the new Universal Vacuum Cleaner to their household equipment.

Every day we receive enthusiastic letters from them expressing their satisfaction in its performance.

When the "Show Me" woman is given a demonstration of the Universal Vacuum Cleaner she is convinced of its capability to perform. She knows she is getting something more than airy nothings—more than mere "claims"—more than hopes unfulfilled.

Dealer-Help Service That Really Serves

Sales-stimulating window cards, car cards, newspaper ads., booklets and folders all yours for the asking.

Write for our interesting proposition for live dealers.

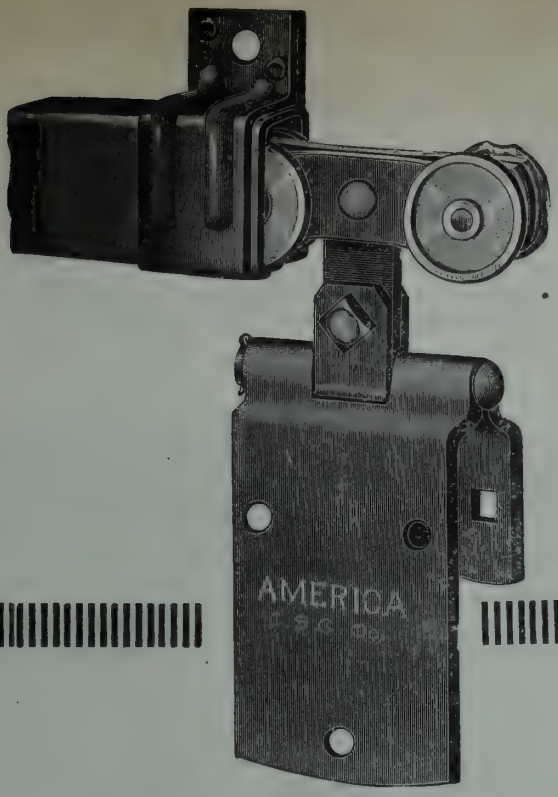
Dept. S

Canadian Representative:

MONTREAL **A. MACFARLANE & CO. LTD.** QUEBEC

LANDERS, FRARY & CLARK, New Britain, Conn.

If interested tear out this page and place with letters to be answered.



"America" Trolley Hanger

Largest Hanger Sales in the Dominion

The America is easily the most popular for warehouse, factory, garage and barn doors. America operates in the Hatch Trolley Track—the only track supported by the famous corrugated track brackets. Much stronger and better than the plain track brackets.

The America moves smoothly on tandem trucks and hardened roller bearings. Apron 6 in. long, 3¼ in. wide. This efficient hanger appeals to customers because of the simple adjustments, anti-friction, forged steel yokes, and ability to stand hard usage.

With each pair of Hangers are included two End Caps, Bolts for Hangers and Lag Screws for Brackets.

Packed one pair in a box complete with Screws and Bolts.

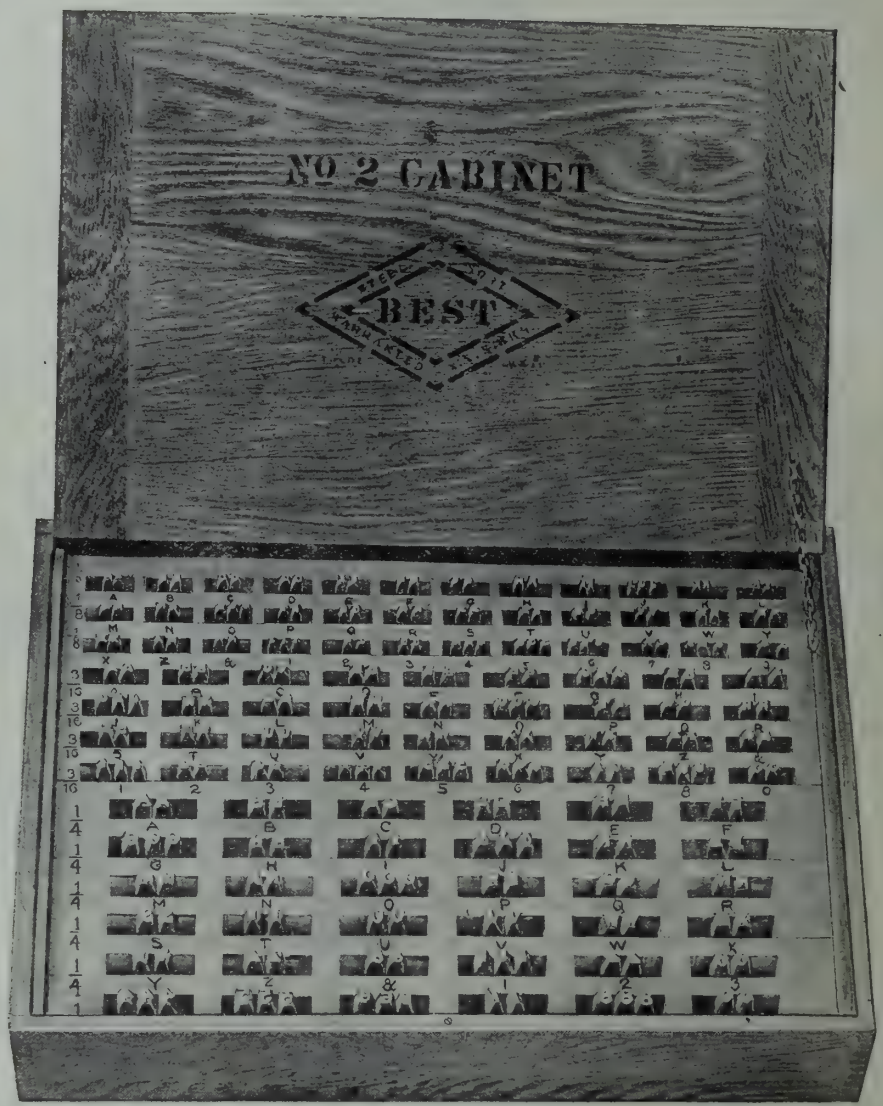
Weight per dozen pairs, without Brackets, 95 pounds.

Canada Steel Goods Co., Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.

AN EXCELLENT COUNTER-DISPLAY
OF
NEW YORK STENCIL WORKS
STEEL LETTERS AND FIGURES

ILLUSTRATION SHOWS OUR NO. 2 CABINET WHICH IS ONE OF FOUR OF OUR HANDSOME COUNTER DISPLAYS OF STEEL LETTERS AND FIGURES.



CABINET IS MADE OF OAK; LOCK CORNERS; BRASS HINGES.

EACH SPACE MARKED TO SHOW SIZE AND LETTERS OR FIGURES IT CONTAINS.

Write for a Catalog

WIEBUSCH & HILGER, LIMITED
106-110 Lafayette St. New York City, N.Y.

Canadian Selling Agents:

JAMES GERARD KERR 411 St. Nicholas Bldg., Montreal

If interested tear out this page and place with letters to be answered.

Plymouth Rope

Manila Fiber Is a Product of the Wild Banana Plant Grown Exclusively in the Philippine Islands

The first essential in a rope is good material; second, good workmanship and a knowledge of rope construction that the fiber may be properly combined into a good whole, possessing strength, utility and service.

Manila fiber which is grown exclusively in the Philippine Islands is the best material for rope-making from the standpoint of strength, flexibility and durability. The plants are cultivated as illustrated above, and after about three years' cultivation some of the stalks are ready to cut. The native operations of cutting, stripping and cleaning the fiber for commercial purposes will be illustrated and described consecutively in a series of educational advertising of which this is the first.

Because of its dependence upon soil cultivation, moisture, sunshine and the degree of care exercised in the processes of gathering and cleaning, the quality of Manila fiber varies to a considerable extent, so that while a rope may be called "Pure Manila," it is not a safe indication of quality. The quality of Plymouth Rope is high-grade and is uniformly maintained.

ALL CANADIAN JOBBERS HANDLE PLYMOUTH ROPE

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. **WELLAND, CANADA**

INDEPENDENT CORDAGE CO., LIMITED

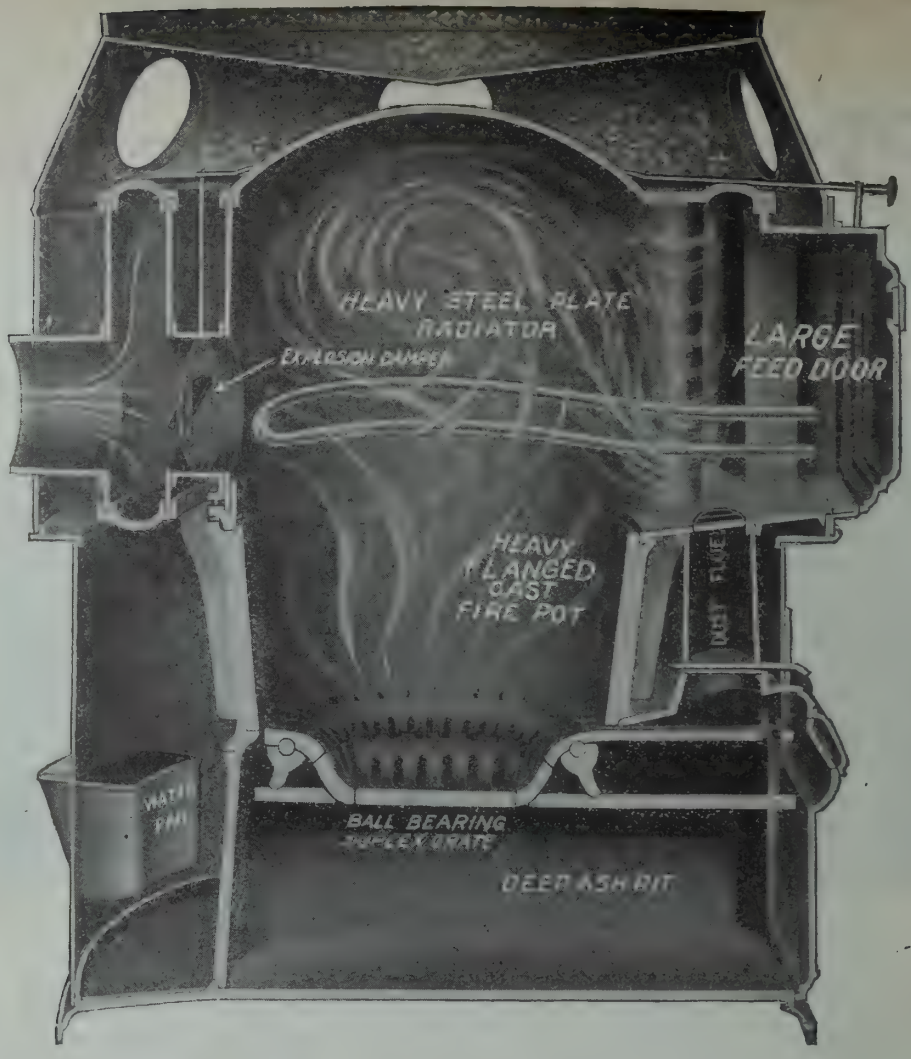
TORONTO, CANADA **CANADIAN SALES AGENTS**

If interested tear out this page and place with letters to be answered.

Also Manufacturers of SOUVENIR FURNACES

SOUVENIR STOVES AND RANGES

BUILDERS' HARDWARE



Write for further particulars. New Catalogue now ready.

NEW IDEA

WARM AIR FURNACE BURNS COAL OR WOOD

A dealer who called upon us a few days ago asked us why we use the slogan "Seventy-five years of successful manufacturing," and when we told him it is because we have never had to replace a furnace during all that time he said—"I guess you're right. I have handled both your New Idea and Souvenir Furnaces for forty years and every one I have sold has given complete satisfaction."

THE HAMILTON STOVE AND HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER WINNIPEG MONTREAL

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives: F. C. MOORE, 134 1-2 Higgins Ave., Winnipeg; W. C. CHESTER, Hamilton Street, Vancouver

If interested tear out this page and place with letters to be answered.

The Seal of Quality

WILT

High Speed and Carbon Twist Drills, Reamers and Milling Cutters

Make "Quick and Often" Sales

because mechanical men know them, have used them, and believe in them.

WILT Tools are made from carefully selected materials accepted only after rigid inspection that assures a perfect tool on which permanent trade can be built.

The Dominating factors of WILT Products are Quality Materials, Precision, Accuracy, Experience in Manufacture, and Longest Duration of Service.

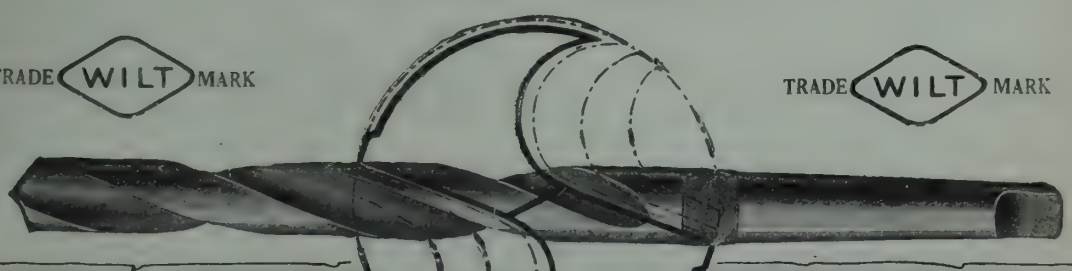
Have you seen our special Reamers for Ford Car repairs?

Ask your dealer or write him direct for our catalogue "C."

WILT TWIST DRILL COMPANY
OF CANADA, LTD. Walkerville, Ont.

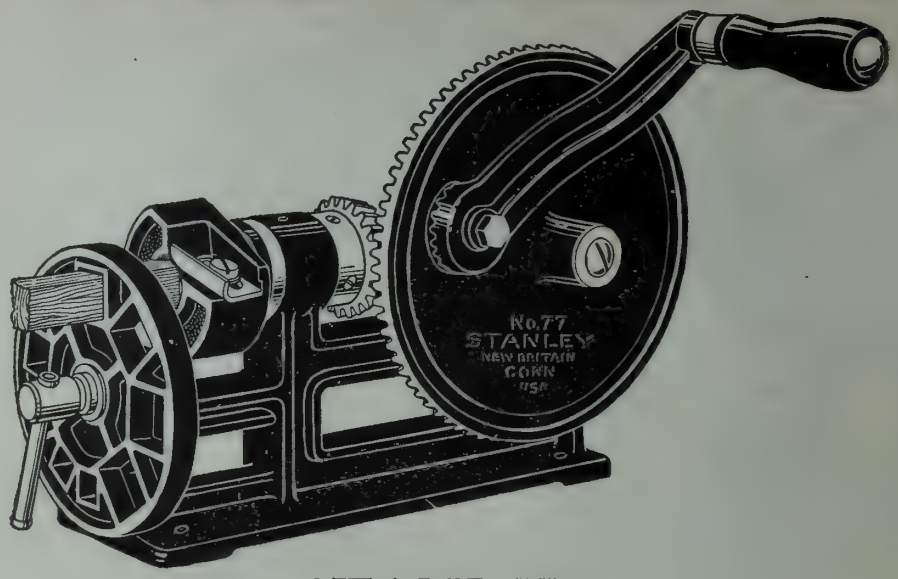
TRADE WILT MARK

TRADE WILT MARK



"Where there's a WILT— there's the Way"

Stanley Tools



STANLEY
DOWEL AND ROD TURNING MACHINE
No. 77

A tool that will appeal to Carpenters, Cabinet Makers, Pattern Makers, Furniture Manufacturers and especially to Supervisors and Instructors of Industrial Education, in fact to anyone interested in woodworking.

It will not only cut dowels of varying sizes and lengths to perfect dimensions, but with it one can also form rods of practically any length.

Ready made or stock dowels have a tendency to warp and shrink, making them very unsatisfactory to use where a close fit is desired.

With this machine the workman can cut his dowels when he is ready to use them, and, furthermore, of the same material as the wood being worked.

One cutter head complete for making dowels or rods 3/8 inch in diameter is furnished with each machine.

Additional cutter heads with cutters 1-4, 5-16, 7-16, 1-2, 9-16, 5-8, 11-16 and 3-4 inches can be furnished at slight extra cost.

A workman whose tool equipment includes one of these machines and a Stanley Doweling Jig can make doweled joints with surprising quickness and accuracy.

A Profitable Tool for you to Carry.

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.

Canadian Representative: A. MacFarlane & Co., Ltd., Montreal, P.Q.

If interested tear out this page and place with letters to be answered.

Quality

CONFIDENCE

THE GREATNESS OF BRITAIN IS FOUNDED ON HER INTEGRITY.

HER STRENGTH SHE DERIVES FROM WORLD COMMERCE—HER ENDURANCE FROM CONFIDENCE.

THE WAR TEMPORARILY RETARDED HER CONSTRUCTIVE EFFORTS, BUT THE POWER OF THE CONFIDENCE OF THE PEOPLES OF THE WORLD WILL RESTORE TO HER IN MORE BRILLIANT FORM THE LEADERSHIP SHE HAS JUSTLY EARNED AND PROUDLY HELD.

CONFIDENCE IS THE FOUNDATION OF OUR POSITION IN THE WORLD OF IRON AND STEEL—OUR PROGRESS DEPENDS ON IT.

WE HAVE BEEN SUCCESSFUL IN THE PAST—THE FUTURE IS BEFORE US. TO ADVANCE, WE MUST CONTINUE TO MERIT THE CONFIDENCE OF THE BUYERS OF STEEL AND IRON PRODUCTS OF EVERY DESCRIPTION IN CANADA. AND WE ARE DETERMINED TO ADVANCE.

THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL

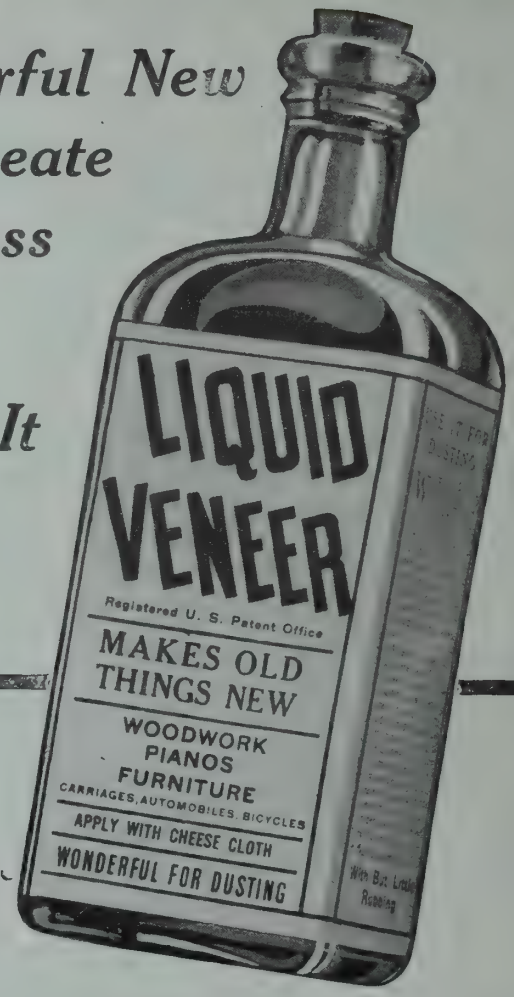
Service

If interested tear out this page and place with letters to be answered.

LIQUID VENEER

This Wonderful New Use Will Create More Business For You!

Read About It



Advertised More Heavily Than Ever This Fall!

MADE IN CANADA

This is the big, new message to Canadian housewives, **your customers:** Treat **any** floor mop with Liquid Veneer. It will instantly convert it from an oily, greasy mop into a wonderful **cleansing, polishing** and **sanitary** device. Liquid Veneer neutralizes and overcomes the oil. It leaves floors as spotlessly clean and beautifully polished as your piano.

Make **any** mop a Liquid Veneer Mop! Once your customers see the wonderful improvement in their floors resulting from the use of Liquid Veneer, they will use **nothing else.** Get them to try it.

IMPORTANT! Any customer desiring a new mop should be shown the new Liquid Veneer Mop. It sells itself. No mop has so many wonderful improvements. Let us send you descriptive matter.

If you want **free** display material for window display, write us. You can make a beautiful Liquid Veneer window that will instantly stimulate business.

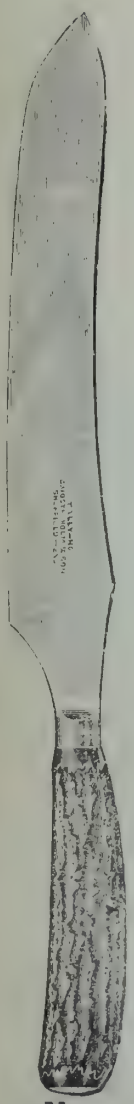
Buffalo Specialty Co., **Buffalo, N.Y.; Bridgeburg, Can.**

If interested tear out this page and place with letters to be answered.

A thousand tools—
A million uses—
A customer for every use
B&S
SMALL TOOLS
CATALOG
No. 28
BROWN & SHARPE MFG. CO.
PROVIDENCE, R. I., U. S. A.
Send for
Catalog 28
And We Protect The Dealer
Brown & Sharpe Mfg. Co.
Providence, R.I., U.S.A.
A stock of tools is carried at our Chicago Office
and Store, 626-630 Washington Blvd.,
Chicago, Ill.

I·XL CASE CARVERS I·XL

No. 3748 B



No. 5400

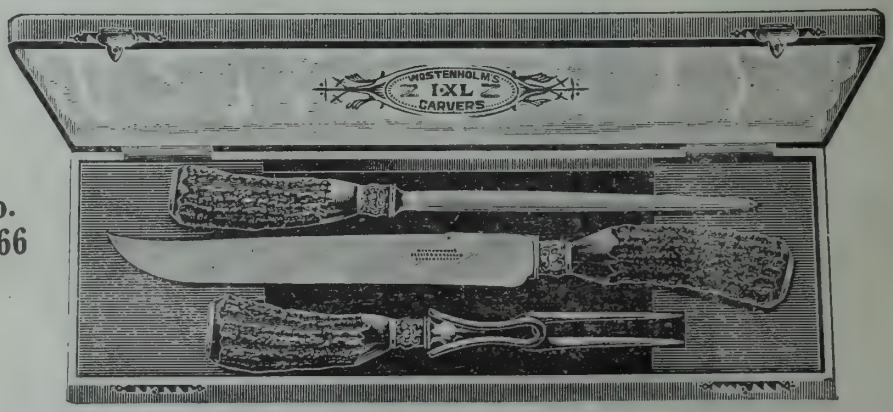
Geo. Wostenholm & Son, Ltd.

SHEFFIELD - ENGLAND

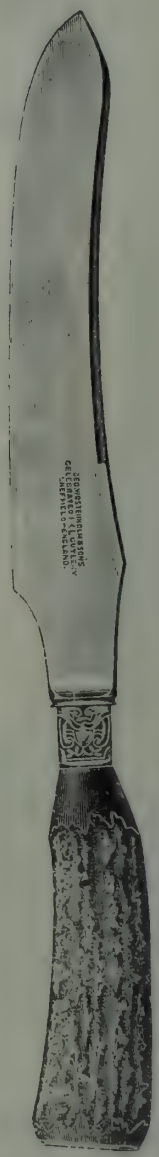
have made substantial shipments of case carvers throughout Canada to all the leading jobbing houses, and would urge the retailer to now take advantage of this stock to cover their holiday requirements.

Our patterns are distinctive and quality is our password; every knife must pass through a most rigid inspection before leaving our factory. The cases are of the best to be had in Sheffield and our wide range of patterns make the I-XL line a most desirable display.

I-XL GUARANTEED CUTLERY I-XL



No. 3766



No. 3737

A. MACFARLANE & CO., Ltd.
Montreal - Que.
SOLE AGENTS FOR CANADA

If interested tear out this page and place with letters to be answered.

GOODELL-PRATT

1500 GOOD TOOLS

All-Steel Mitre Boxes

We have been able to secure many new features in these All-Steel Mitre Boxes which are beyond the reach of the Mitre Box constructed the usual way.

The first point of superiority is—no breakage, therefore no expense for repairs.

They are built upon the same principle as the great Steel Bridges—with rigid, interlocking trusses which take the strain longitudinally—the strongest construction in the world.

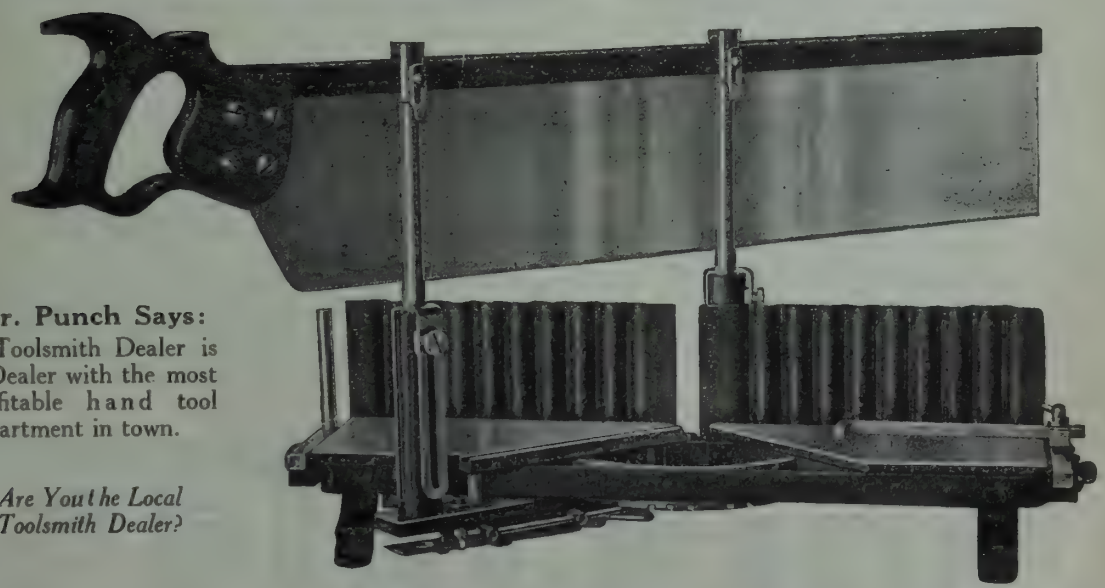
At the same time, this Mitre Box is more convenient in use and the work can be accomplished more rapidly and easily than with other Mitre Boxes. For example, the saw when elevated is held in place by a spring lock, instantly released by a slight downward pressure. The lever carrying the saw can be swung from 45 to 90 degrees either right or left. It locks automatically in the right place. A length gauge can be quickly set in position for cutting duplicate pieces of any length up to 20 inches.

These are some of the striking advantages of Toolsmith Mitre Boxes—one of the Goodell-Pratt line of small tools including more than 2,000 items—the most famous line of hand tools in the world.

Goodell-Pratt Company

Toolsmiths

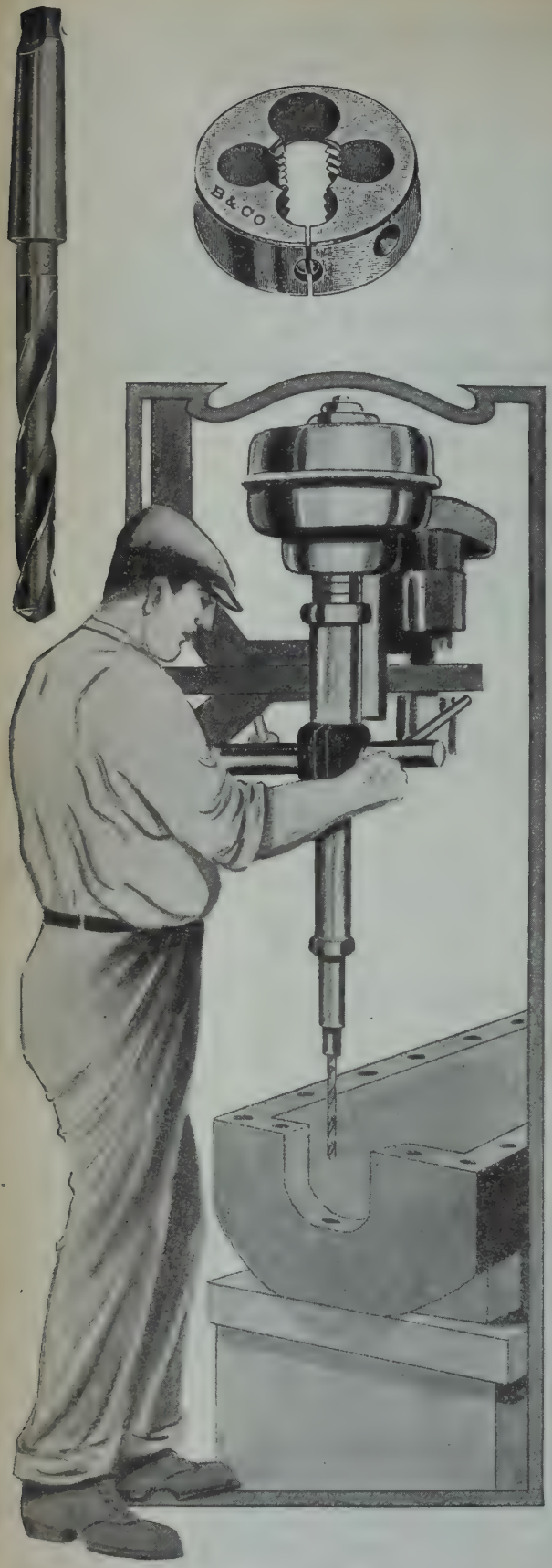
Greenfield, Massachusetts, U.S.A.

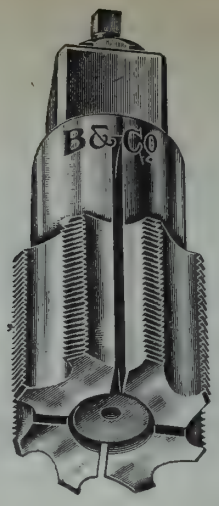


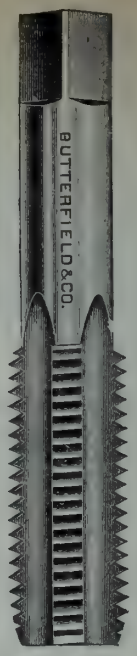
Mr. Punch Says:
A Toolsmith Dealer is a Dealer with the most profitable hand tool department in town.

Are You the Local Toolsmith Dealer?

If interested tear out this page and place with letters to be answered.







More Sales With Butterfield Tools

They Satisfy

Sales of a well-known, strongly established product like Butterfield Tools mean much more than the single sale accomplished. Butterfield Tools are marked and a connection is formed between the well-satisfied consumer and the store where he bought the satisfaction. He comes back. He buys Butterfield again and again, and his confidence in the store leads to the purchase of other lines.

Butterfield superiority has a multiplying effect on the merchant's business.

Butterfield & Co., Division

Union Twist Drill Company

Rock Island, Quebec

FOREIGN REPRESENTATIVES:—Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway, and Denmark, Ab. Sigfr., Anderson & Co., Malmo; Spain, Casamitjana ermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St.; Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.

BUTTERFIELD

If interested tear out this page and place with letters to be answered.

HULL IN 1851

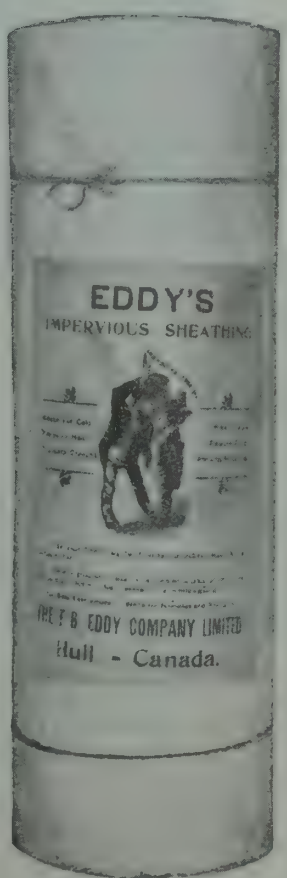
Story for Week Dated September 18, 1920 Being No. 23 in the Series

Interior of the Eddy Co. Mechanical Pulp Mill

THIS is the interior of the building illustrated in last week's issue of this series. The three machines in the foreground, which look like siege guns elevated for action, are three of the great grinders. Between the two nearest grinders are piled logs of spruce and balsam which go into the machines solid, and come out liquid. The grinders get hot and steam as if boiling during the process, but the heat is due only to friction. Great stones, like millstones, do the grinding. There are no iron teeth of any kind. The logs are simply pressed hard by hydraulic rams against the revolving grindstones, and in a minute or so the become pulp. The stones do such hard work that they last only six or seven months—a year at the very longest. From the grinder the pulp goes to the strainers which free it from rough particles. It can then be pumped away for use in the manufacture of paper, and indurated ware after undergoing further improving processes

For This Great Building Year—

It Keeps Cold Out
It Keeps Heat In



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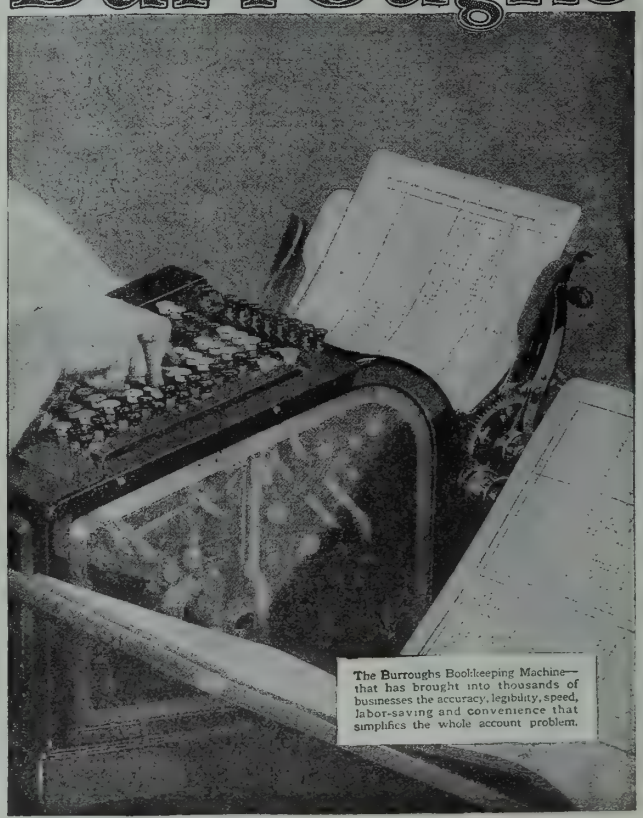
Made with the Help Of

Adding—Bookkeeping—Calculating Machines

Burroughs



The Burroughs Bookkeeping Machine—that has brought into thousands of businesses the accuracy, legibility, speed, labor-saving and convenience that simplifies the whole account problem.

STARRETT TOOLS

STARRETT HACK SAWS CUT QUICKER LAST LONGER

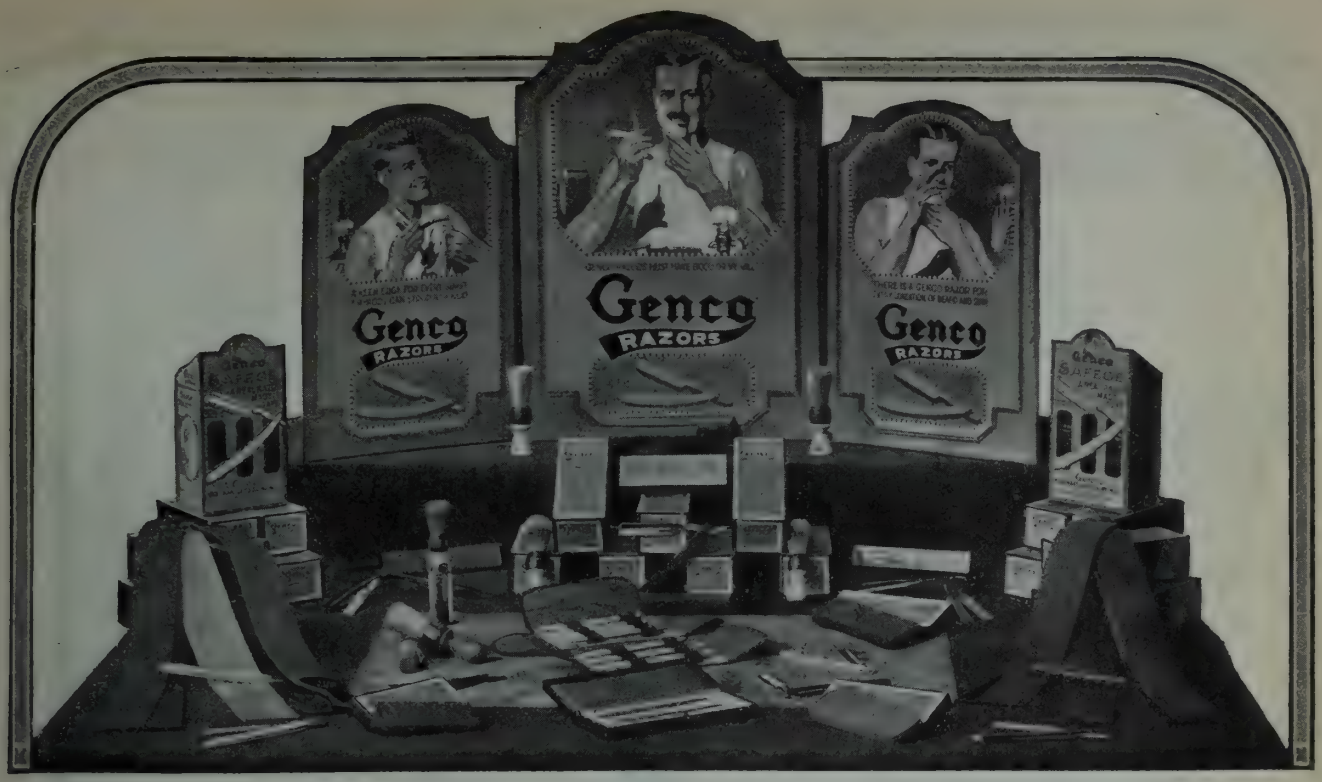
Since 1880, for all machine work where unvarying accuracy was of paramount importance, skilled workmen have placed unqualified reliance on

Starrett Tools

Starrett Tools

42-93

If interested tear out this page and place with letters to be answered.



$1,000 in Cash Prizes

GENCO WEEK

November 8 to 13

Enter your store in the Genco Window Display Contest to be held during Genco Week, November 8 to 13. Win one of the cash prizes and increase your razor sales. The Genco Window will mark your store as a place where any man can buy

"A Razor That Will Shave Him"

Genco Advertising is telling millions of readers that there is "a Genco Razor for every condition of beard and skin."

The October and November advertising will call attention to the special display and demonstration that Genco Dealers will make from November 8 to 13.

One thousand dollars in cash prizes will be awarded the 46 best window displays featuring Genco Razors during that week.

Every Genco Dealer will receive display material, selling helps, and brief but thorough instructions for his salesmen.

Genco Week is the week for the window decorator to win a prize and the cutlery department increase its sales.

Fill out and mail the coupon and receive full details of the contest and sales plans.

Be sure to have a Genco Display Assortment on your cutlery counter.

Each assortment contains razors for every condition of beard and skin.

Order one now and receive the handsome display cabinet. If your jobber cannot supply you, write us.

GENEVA CUTLERY CORPORATION
159 Gates Ave. Geneva, N.Y.

GENEVA CUTLERY CORP.,
159 Gates Ave.,
Geneva, N.Y.

Send us information concerning Genco Window Display Contest.

.....

.....

If interested tear out this page and place with letters to be answered.

That's the big question that every thinking dealer should ask when his customer takes his purchase under his arm and goes toward the door. The amount of one sale may be small, but the profit one customer may bring into your store throughout the years is what really counts in building your business.

STAR HACK

"Will he come back again?"

EVERY time you include extra satisfaction in the package of goods you sell a customer, you have wrapped up the seed of repeat sales that will grow into a larger business.

Star Saws in the famous green box have been the standard hack saws in the hardware and supply trades for 37 years, because no other saw begins to give the same results in cutting all kinds of metal under all kinds of conditions.

For years Star Blades have been as staple in the trade as sugar in a grocery store. They are the kind of business-builders on which wise dealers always standardize.

Star Hack Saws are now sold by Clemson Brothers, Inc., Middletown, N.Y., who have made these famous saws since the beginning in 1883.

This new policy of selling our own product enables us to give both trade and consumer a more direct and effective service than ever before. We stand behind our product to help you in every way to make it profitable.

Our large national advertising on Star Hack Saws, which has been making these saws more than ever the largest selling blades, will be continued on a larger, broader scale than ever the coming year.

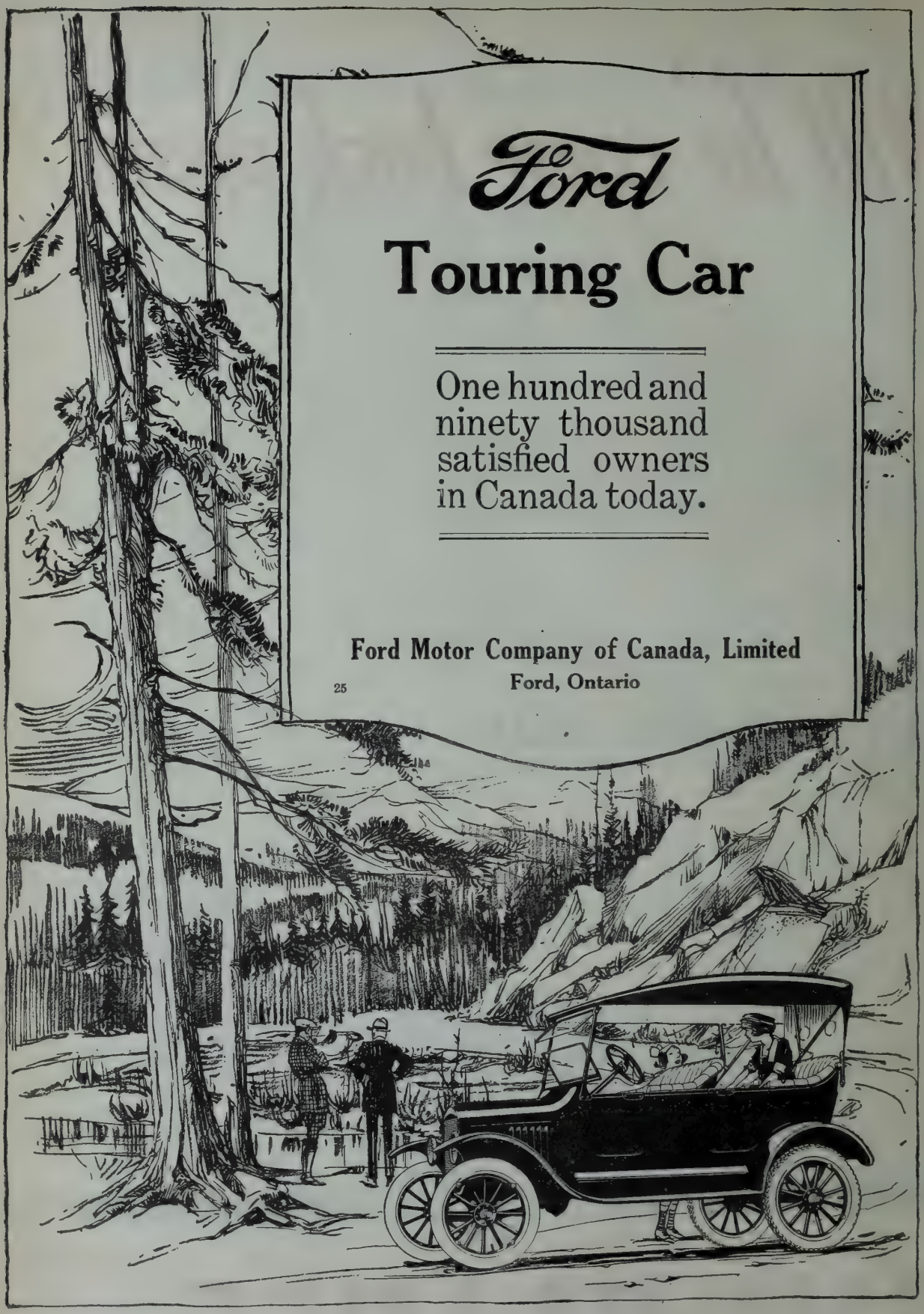
When ordering through jobbers, be sure to specify "Star" and accept no substitutes. Send any inquiries or direct orders to our factory, address and they will have every attention.

CLEMSON BROS. INC.

MIDDLETOWN, N.Y.

Canadian Office & Warehouse : 304 Imperial Office Bldg., Hamilton, Ont.

SAW BLADES



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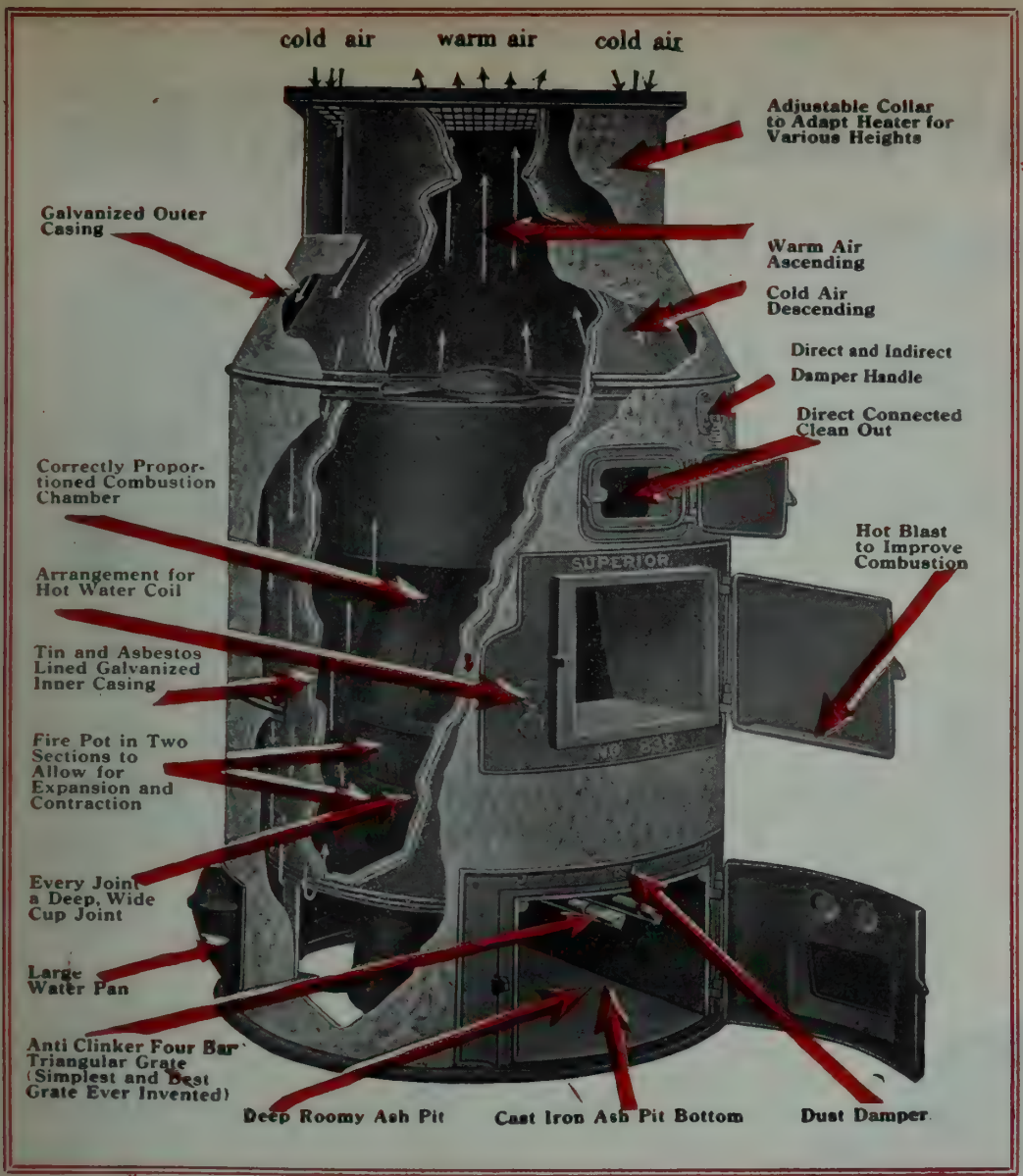


Burns hard coal, soft coal, coke, wood or natural gas.
A Furnace with no network of pipes. Heats the entire building.

PILOT
Superior Pipeless

Easy and inexpensive to install; only one opening to be cut in the floor; no network of pipes. This reliable furnace takes cold air from the house—not the cellar—keeping fresh, warm moist air circulating, a guarantee against colds, coughs and sore throats; keeps the floors warm for children's play, and leaves the cellar cool for storage.

The construction with inner and outer casings and asbestos linings means cold kept out and warmth kept in.

Your House Heated throughout. Abundance of Heat. Saving of 25 Per Cent. on Fuel. More Sanitary Heating. Easily Installed. The most up-to-date and most satisfactory Heating System in existence today. A very profitable line to the dealer. Write for Prices.

The Hall-Zryd Foundry Co., Ltd.

Hespeler **Ontario**

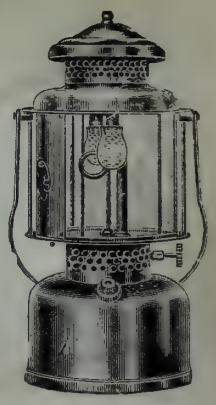
If interested tear out this page and place with letters to be answered.

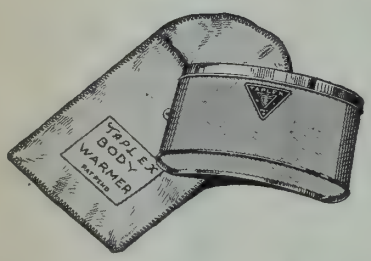
COLEMAN LAMPS AND LANTERNS

300 C.P. CLEAR WHITE LIGHT

Beautiful design, nickel-plated mountings.

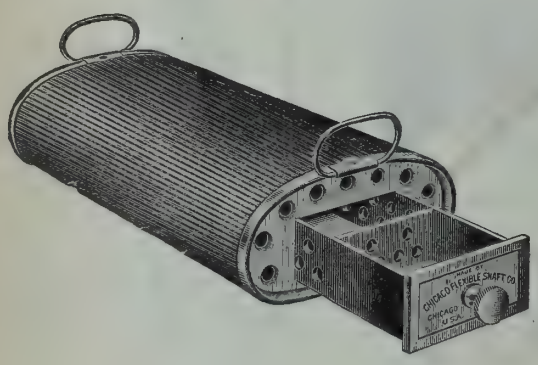
Uses gasoline.





Taplex Body Warmers and Pocket Stoves

Retain heat for 8 hours, with each lighting. Low in price—practical in use.



Clark's Foot Warmers

For Autos, Sleighs or Buggies. Carpet covered, strong and durable.

WHOLESALE DISTRIBUTORS EVER-READY DAYLO FLASH LIGHTS

Ask for Catalogue

CAVERHILL, LEARMONT & COMPANY

MONTREAL

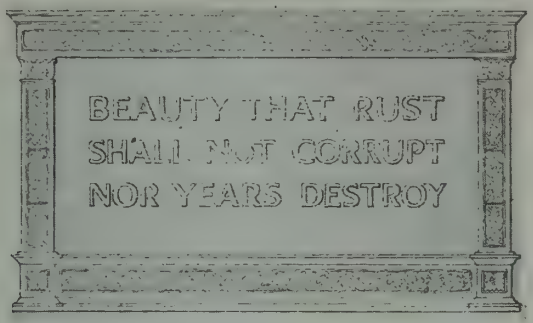
If interested tear out this page and place with letters to be answered.

Detail of Carnegie Library, San Francisco, with Armco American Ingot Iron window grill.

ARMCO

TRADE MARK

AMERICAN INGOT IRON



THIS iron comes as a new inspiration to the metal craftsman.

It says to him that the beauty he has created and the work he has fashioned with infinite care will endure for many times the life of other similar metals.

The purity of American Ingot Iron is a strong defence against rust. Exposure to rain, snow, cold, and heat—the natural foes of iron—proves that Armco withstands the severe attacks.

No other commercial iron is so dense in texture. Impurities separate the molecules of ordinary iron and permit the easy access of corrosive elements. Such impurities are practically eliminated by the process of making Armco American Ingot Iron, and it is extremely difficult for rust to eat its way into and beneath the surface.

Carnegie Library, San Francisco; all sheet metal and iron grills on windows are of Armco Brand. Geo. W. Kellam, Architect.

This purity also makes it most suitable for welding, for receiving enameling coats, and for the transmission of electric current.

Our research and engineering departments will be glad to tell you whether or not you should use Armco Brand of American Ingot Iron.

THE AMERICAN
ROLLING MILL COMPANY
Middletown, Ohio

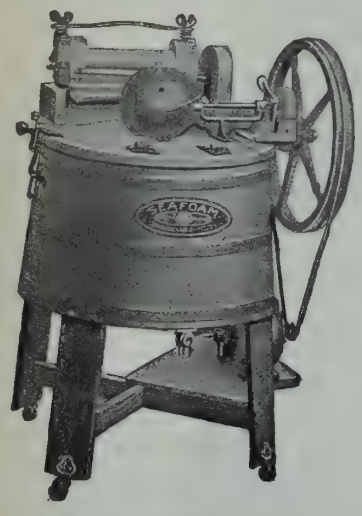
American Ingot Iron
Resists Rust

The trade-mark ARMCO carries the assurance that products bearing that mark are manufactured by the American Rolling Mill Company with the skill, intelligence, and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for them. The trade-mark ARMCO is registered in the U. S. Patent Office.

If interested tear out this page and place with letters to be answered.

Quality Eventually Wins

The Seafoam Electric
WASHING AND WRINGING MACHINE



STYLE "A"--DOLLY TYPE

REVERSIBLE WRINGER. WASHES AND WRINGS AT SAME TIME OR SEPARATELY—ALL BY POWER.

1-6 H.P. Splash Proof Motor.

Style "B"—For Engine Drive.

Time proves whether confidence in an article is justified. Advertising will create a demand, and the more spent for publicity—undoubtedly the greater the demand. But unless the article advertised is truthfully presented to the buying public, and has real value and merit, it will not survive the test of time. This applies particularly to household utilities, which are expected to do the work demanded of them, efficiently and for a reasonable length of time, and to be free from intricate and delicate parts likely to get out of order.

Our thirty-five years' experience has taught us what home laundry equipment must be to sell and satisfy—to give value for every dollar spent. Washing machines are not parlor ornaments. They are labor-savers, and must be priced to be within the reach of the average householder.

Our assortment embraces washing machines for hand power, water power, electric power, engine drive—are designed to meet the demand of every purse—are common-sense, practical washers of established reputation. They are simple, durable and practically trouble-proof. Jobbers sell and recommend them.

DOWSWELL, LEES & CO., LIMITED
HAMILTON, CANADA

Eastern Representative :
JOHN R. ANDERSON
MONTREAL, QUE.

Western Representative :
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

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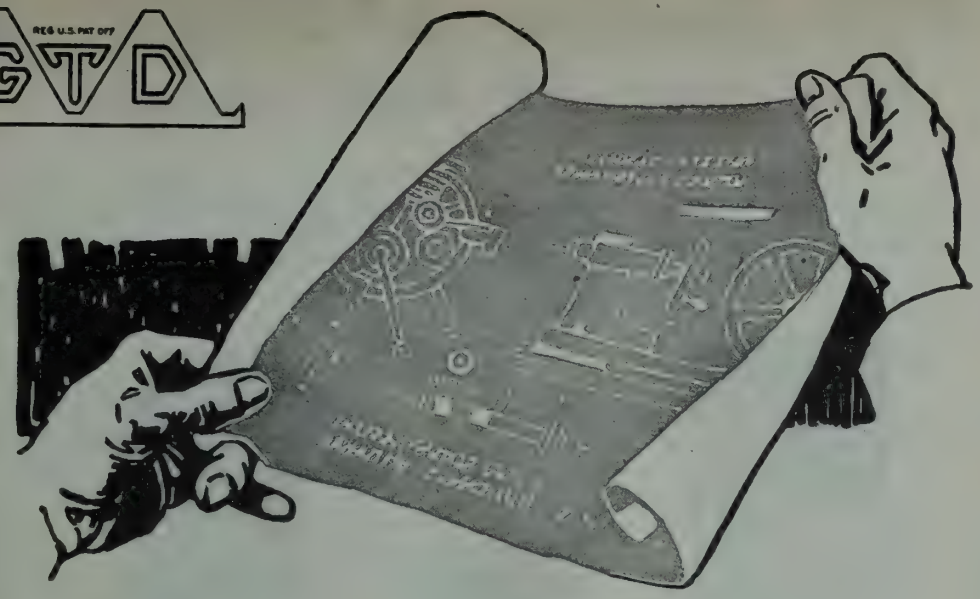


The man who made this blue-print wants your advice

Behind every blue-print drawing lies a long series of experiments to get it right.

Wherever metal parts are being made to fit together or wherever repair work is being done on them, these blue-prints are as indispensable as a time table to a traveler.

As a far-sighted merchant you ought to know something about these blue-prints, particularly those of mechanisms being built or repaired in your trading area.

Very often you will find that your expert advice is wanted on screw-thread practice — to determine how to get the right screw cutting tools for the right job.

If you or your outside salesman can sit down with engineers or repair men and tell them what *they* can do with the various types of threading tools in the GTD line to get better machine building or repairing — you will develop a desirable class of trade which many good stores are not now reaching.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO
Successors to
WELLS BROS. CO. OF CANADA, LIMITED

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

Send for our No. 40 catalog (pocket size) and other information about GTD tools. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.

GTD
Corp. of Canada, Limited, Galt, Ontario
Send latest No. 40 catalog and put my name on your mailing list to receive information about your threading tools wherever issued.

Name of person _____

Firm _____

Address _____

H. & M. 218

If interested tear out this page and place with letters to be answered.

A Few Cast Design Sets

Many Styles in Each Design

We make a complete set of trims for every design, including Door Bells, Push Plates, Pulls, etc. Special attention is given to master-key work both in Cylinder and Bit key locks. A record is kept of every order calling for master-key locks, thus enabling our customers to secure new keys at any time.

Architects specify Belleville and the line has the confidence of those who know, everywhere.

Verdun

Olympus

Belleville
is a very extensive line of Finishing Hardware of excellence

Ask for Complete Catalogue

Beaverton

Sherwood

Catalogue Shows Many Beautiful Lines

Rheims

The Belleville Hardware & Lock Mfg. Company, Limited

Belleville, Ontario, Canada

Belleville

AGENCIES

A. T. Chambers
505 Hastings St. W.
Vancouver, B.C.

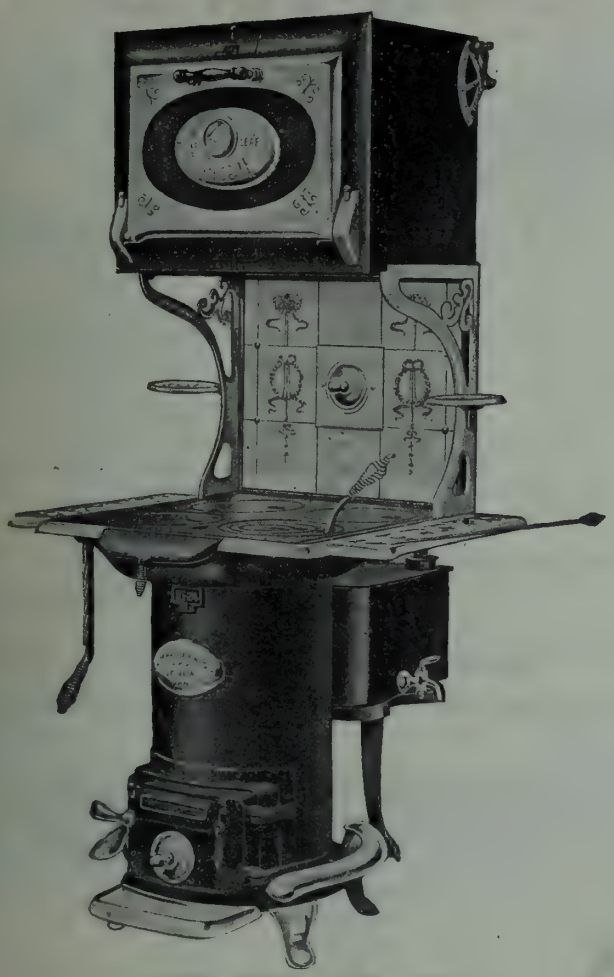
A. E. Hanna
708 Lindsay Building
Winnipeg, Man.

R. H. Falkiner
34 Victoria St.
Toronto, Ont.

J. H. Roper Co.
133 Coristine Building
Montreal, Que.

W. A. Maclauchlan
St. John, N.B.

The Highest Achievements in Stove Quality and Value



The Maple Leaf Composite

With Baking Oven, Tile Panel and Copper Reservoir

UNDER the most exacting tests the "Composite" more than substantiates our claims. It is the last word in efficiency since it possesses all points which bespeak quality, economy and service. The rapid, increasing demand proves it has passed the experimental stage. Someone will sell them in your territory. Write now, to-day, for prices and special circular.

The **"Composite"** is a perfectly designed Heater, Cooker and Baker, and is alone on the market in its class. Undertop and heat spreader (the secret). Patented and copyrighted. Room to do the family cooking on the home heater.

Geroux Lake, Sept. 8, 1920

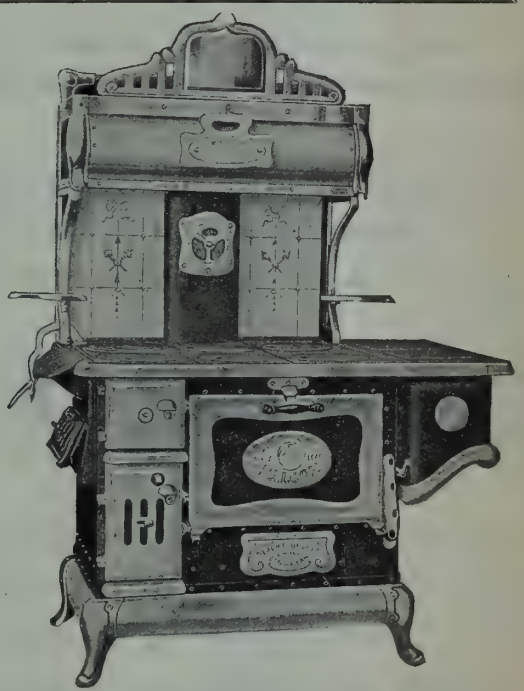
The Beach Foundry Co., Ltd., Ottawa, Canada

Sirs,—I have much pleasure in writing about your valuable stove, the Maple Leaf Composite, which I cannot speak too highly about. I find it satisfactory in all ways as a fuel saver, good heater and a wonderful cooker.

Yours truly, A. A. ATWELL.

The Maple Leaf Falcon

is a range that possesses every requirement a woman can desire. It has a durable duplex grate, large firebox with perpendicular linings, sliding direct draft damper, lift-up front key plate. Made in two sizes, 18" and 20" ovens. The "Falcon" heats quickly, evenly, and guarantees perfect cooking and baking at all times. Very handsomely designed with heavy, smooth nickel trimmings. It provides one of the most desirable kitchen ranges upon the market.



Maple Leaf Falcon With Reservoir and Special Warming Closet

Manufactured Exclusively by

BEACH FOUNDRY LIMITED

OTTAWA, CANADA

Branches in Winnipeg and Vancouver

If interested tear out this page and place with letters to be answered.

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. ***Ask for catalog "H.M."***

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

The average dealer usually carries various types of Cordage, each possibly efficient in its own limited sphere; why isn't it good business to concentrate on the sale of

AERO CORD

which gives superior efficiency for all purposes, thereby reducing stock and eliminating much unnecessary detail work and which will result in a larger percentage of profit.

AERO CORD will give equal satisfaction indoors or out.

If your Jobber cannot supply you write us.

THE AERO MFG. CO., Limited

Factory: LENNOXVILLE, QUE. **SHERBROOKE, QUE.**

Western Agents:
THE H. L. PERRY CO., LIMITED
Winnipeg, Man.

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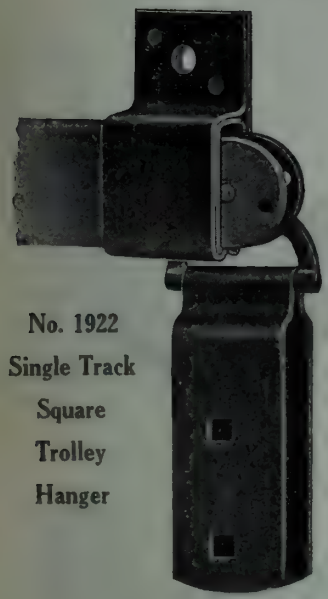
Slater & Barnard, Ltd GB *Hamilton, Ontario.*
QUALITY HARDWARE

SQUARE TROLLEY HANGERS

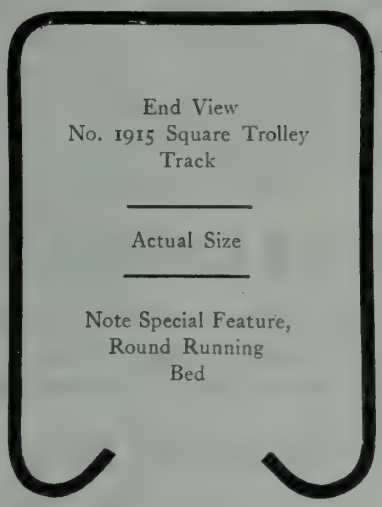


No. 1922 Single Track Square Trolley Hanger

High Grade Steel

Roller Bearings

Pressed Steel Wheels

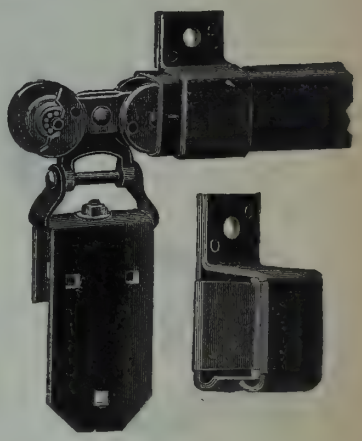


End View
No. 1915 Square Trolley Track

Actual Size

Note Special Feature, Round Running Bed

No. 1915 Track supplied in 4, 6, 8 and 10 ft. lengths.



No. 1914 Hanger with 1915 Track and Brackets

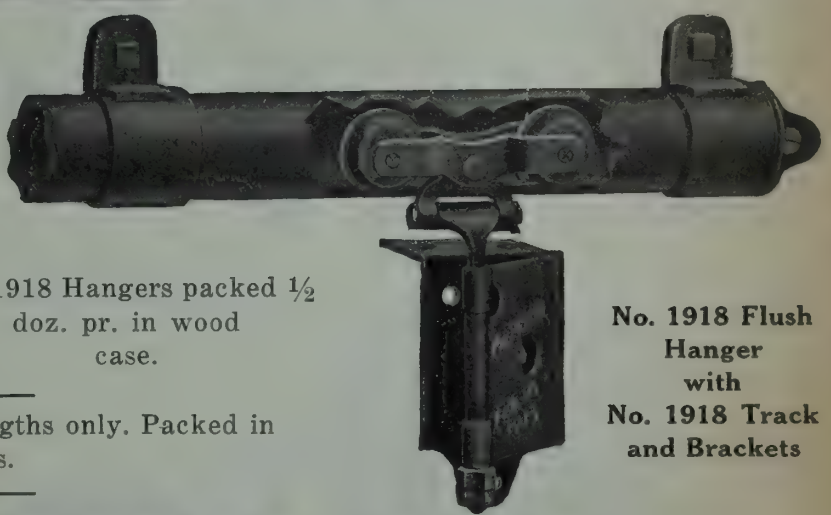
Both of these Hangers are for use in No. 1915 Track.

ROUND TROLLEY HANGERS

The only self-cleaning Track on the market which will not hold dust or water.

No. 1917 Hanger with No. 1918 Track and Brackets

No. 1917 Hangers packed ½ or 1 doz. pr. in wood case.



No. 1918 Hangers packed ½ doz. pr. in wood case.

No. 1918 Flush Hanger with No. 1918 Track and Brackets

No. 1918 Track supplied in 3 ft. lengths only. Packed in 48″ and 60″ crates.

SLATER & BARNARD, LIMITED
HAMILTON, ONTARIO

Representatives: **N. J. Dinnen, Winnipeg, Man.** **A. T. Chambers, Vancouver, B.C.**

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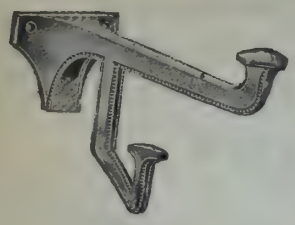


No. 370

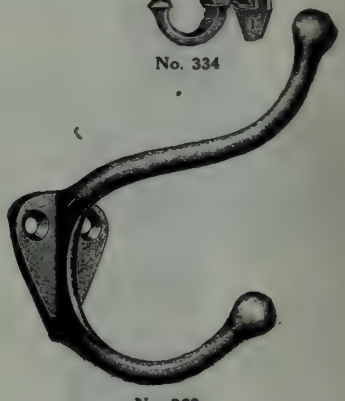
A FEW OF THE HOOKS WE MAKE

BRASS AND IRON

Hinges Hasps Corners
Handles Brackets Key Checks
Card Holders Escutcheons
Knobs Locks Latches Catches
Washers Bolts Mending Straps
Screen Numbers

No. 334

No. 340



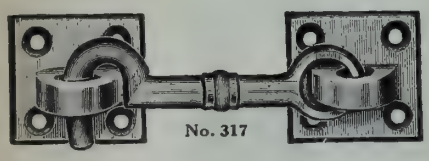
No. 360

THE BRAINERD LINE

REFRIGERATOR HARDWARE
CABINET HARDWARE
BOX AND CHEST HARDWARE

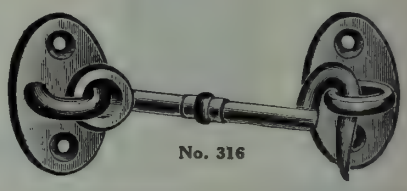
THE BRAINERD MFG. CO.

EAST ROCHESTER,
N.Y., U.S.A.



No. 317

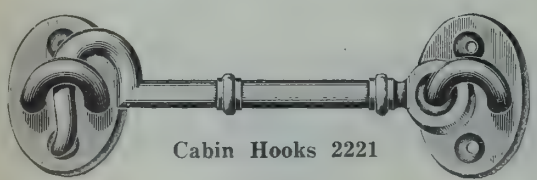
CUTS REDUCED SIZE



No. 316

JAMES CARTLAND & SONS LTD.

BIRMINGHAM, (ENGLAND)



Cabin Hooks 2221

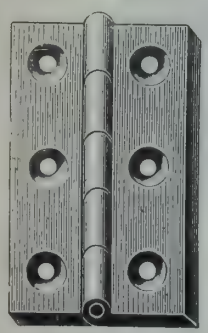
2, 2½, 3

BUILDERS & GENERAL BRASSFOUNDRIES

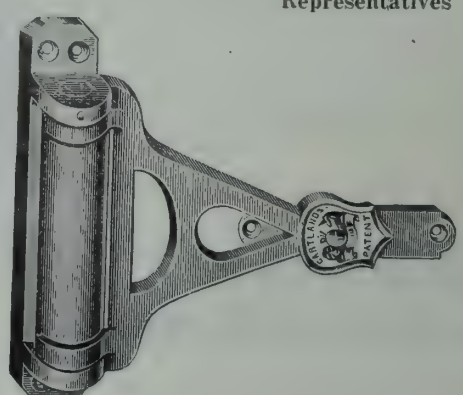
Canadian Representatives

G. Smith, 18 Stair Buildings, Toronto.

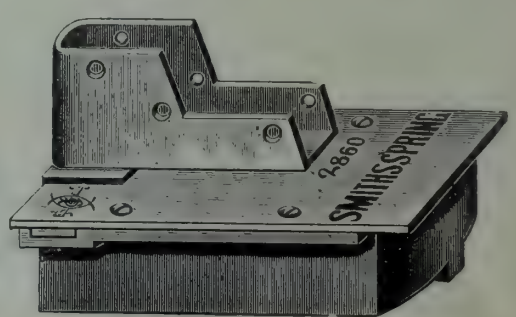
R. R. Sutherland, 402 Confederation Life Buildings, Winnipeg.



5150. Machine Made Hinges.
Made in all Standard Sizes

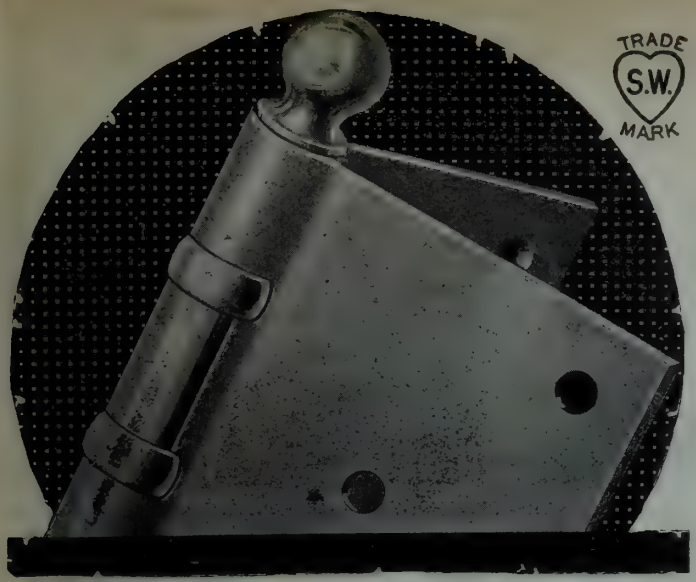


5355. Helical Door Springs
Made Adjustable and also Non-adjusting.



2860. Smith's Floor Spring
Made Light, Medium and Strong.

If interested tear out this page and place with letters to be answered.



THE STANLEY WORKS

BALL BEARING BUTTS

POSITIVE SERVICE

is obtained when this type of The Stanley Works Butt is used.

The Ball Bearing Washers do the work. They carry the load of the door and successfully, too, every day where they are employed.

Talk The Stanley Works Ball Bearing Butts to your Contractor and Builder Customer.

Our book featuring all the different types of these butts will aid you in selling them. Write for it, ask for R92.

Canadian Representative:

A. MacFARLANE & CO.

Coristine Building - Montreal

STANLEY PRODUCTS

The Stanley Works-New Britain, Conn., New York, Chicago.

"Alloyed under the Stanley Process"

for general service

LIONROYAL BABBITT

MADE IN CANADA

We warrant that no other Babbitt at the price will perform as well in so many different classes of bearings, and are ready to prove this in any case by trial installations in competition with any metal of its type.

The secret of its success is in the method of its alloying. It is produced under the Stanley Process, which is controlled exclusively by us throughout the Empire. Try it and be convinced.

BRITISH SMELTING & REFINING COMPANY LIMITED

MONTREAL

If interested tear out this page and place with letters to be answered.

EMBOSSED SHEET METAL FIGURES

Our attractive figures, 8 sizes, 7 finishes, are quick sellers. Our Compartment Box contains 120 figures, 1 dozen each, 0 to 9. Neat, attractive, draws trade. A popular and convenient sales-making method of display for your benefit.

Write for Folder 14 and Sales Suggestions.

We make the following hardware specialties;

DODSON, ZENITH AND PREMAX HAME CHAINS

Premax, Jockey, Spreader and Stallion Chains, Wall Plugs, Wall and Veneer Ties, Sash Chains, etc. Street and other Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.

Catalog No. 25 on request.

Niagara Falls Metal Stamping Works

Niagara Falls, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada

A Profitable Seller

It's good business to sell **Vol-Peek.** 70% profit. No expense. Simply place our attractive display stand on your counter. It sells the goods on sight. Every housewife needs **Vol-Peek.** Guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., **at one-half cent per mend.** Easily applied by hand. Hardens quickly.

Order your display stand to-day. Contains 24 packages for $3.50. Sells at 25c per package.

Advertised all over Canada

Your jobber has them.

H. NAGLE & COMPANY

Owning and Operating Vol-Peek Mfg.Co.
Box 2024. Montreal, Canada

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

E. Roy,
65 1-2 St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

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BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

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THE B. GREENING WIRE CO., Limited
HAMILTON, CANADA

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The Publisher's Page

TORONTO SEPTEMBER 18, 1920

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HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**

Montreal Branch, Southam Bldg. **Winnipeg Branch, Union Trust Bldg.**

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"Member Audit Bureau Circulation"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, SEPTEMBER 18, 1920 No. 38

CONTENTS

May Absorb Increase in Freight Rates 37-38
Successfully Linking the Old and the New 39-41
Editorial Comment 42
Framing Ontario's Headlight Law 43
News of Western Canada 44
Hardware Store Sells More Accessories Than Garage 45
Events in the Trade 46-47
Newsy Notes From Here and There 48
Hardware Letter Box 49
Hardware Exhibits at St. John Fair 52
Weekly Hardware Markets—Montreal, Toronto, London, Winnipeg, Pittsburgh 53-61
Extent of Canada's Paint and Varnish Industry 62
Paints and Varnishes Likely to be Steady 63
Paint Prices to Hold Till Next Spring 64
The Manufacturer of Brushes 66
How Hardwaremen Advertise Paints 68
Weekly Paint Markets 70-72

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ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager*

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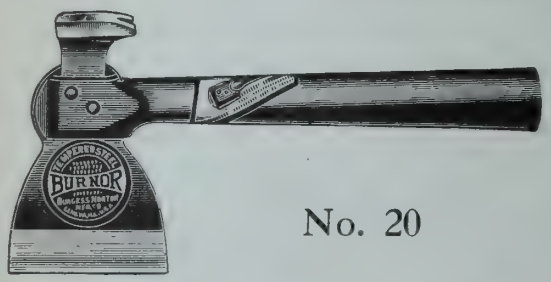

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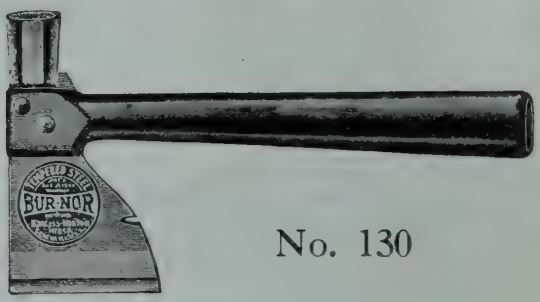

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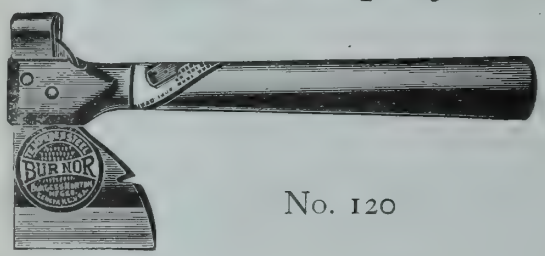
A SURE SELLER AT A GOOD PROFIT.

Window Displays and Display Easels Furnished



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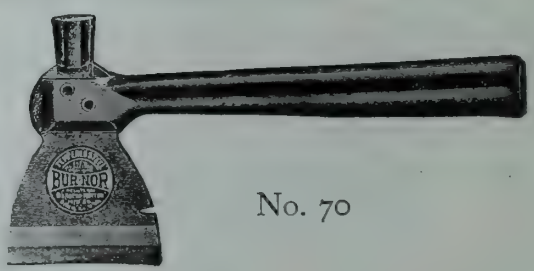
Order From Your Jobber



No. 70

MONTREAL
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WINNIPEG
Miller-Morse Hardware Co., Ltd.

VICTORIA
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VANCOUVER
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GENEVA, ILL., U. S. A.

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, SEPTEMBER 18, 1920 No. 38

May Absorb Increase in Freight Rates

Non-Commital Attitude of Many Manufacturers Until Full Effect is Established—Advance on Bar Iron, Mild Steel and Nails This Week May Presage Further Advances Due Partly to Freight Increase—40 Per Cent. Increase Amounts to About 52 Per Cent. on Shipments From U.S. on Which Exchange Figures

THE Dominion Government has declined to grant a stay in the order of the Board of Railway Commissioners granting the Canadian railways the right of increasing their freight and passenger and other rates, so that all obstacles have for the time being been removed and the higher rates have been in effect since the beginning of this week. However, the act provides for an appeal to the governor in council and judging by opinions held by manufacturers, jobbers and retailers in some parts of the country, notably the West, this plan may be followed.

For the present the rates are in effect and it is as yet difficult to say to what extent the higher rates will affect prices of hardware commodities. A number of wholesalers are inclined to the opinion that the full effect of the increase will not be felt for some weeks yet, possibly a month, when they will know to what extent the new rates will affect their costs.

As to what effect the higher rates will have on trade in general is largely a matter of conjecture, according to a statement made to Hardware and Metal by the representative of a large Canadian steel goods manufacturing firm. Insofar as the effect on prices he stated there was no question that the products of his company, which form a number of the basic lines of the hardware trade, will have to bring higher prices. In his case the bulk of goods are sold f.o.b. mill and the firm does not therefore figure the freight on the finished article. However the freight on bars, pig iron, sheets, etc., to the factory and on coal consumed therein is also advanced, though this increase, it was stated, is not expected to amount to much on the individual product.

Advances This Week

An advance of 25c per cwt. on bar iron and mild steel is about the only advance recorded this week which can be even partly attributed to higher freights, and there is some difference of opinion as to further price changes as result. One opinion is that it is too early to figure the effect of higher freight rates while others expect further advances as result of this condition in the very near future. Nail prices have also advanced this week and it is significant that the recent advance in the United States was largely due to higher freight rates.

As we go to press an announcement comes from Montreal that paint manufacturers are preparing to absorb the increased costs of freight in both eastern and western Canada.

As pointed out to Hardware and Metal, it is quite evident that if the railways are to get added revenue to successfully conduct their business, the amount required will be levied upon the people of Canada in the form of an added tax, for everyone is a consumer and everyone will pay their share in proportion. Generally speaking the matter is not regarded as any serious handicap by manufacturers who state that they have been faced by greater obstacles in the past and have overcome them.

Mr. Butterfield, of B. & S. H. Thompson Ltd., Toronto, pointed out that while the advance is 40 per cent. in freight rates on Eastern lines, yet in the case of sheets, bars, etc., brought into Canada from the United States, the increase will really amount to about 52 per cent. due to the necessity for prepayment in U.S. funds of such freight coming into Canada. The rate on car load lots of such shipments was 27c per cwt. and is thus advanced to 38c per cwt. without the exchange for U.S. funds.

"The man who has already sold his product will have no comeback but on future sales the increased freight rates will be felt. Steel and iron products will have to bear a percentage of the increase according to their weight," said Mr. Butterfield.

May Absorb Increase

E. C. Boeckh of The Boeckh Co., Ltd., Toronto, stated that the increase will serve to maintain firm prices on brushes and an advance is questionable, the possibility being mentioned that the firm might absorb the amount of the increase. If this plan were followed it would

apply to pretty well all shipments as most of the firm's business is done on a freight prepaid basis. Mr. Boeckh pointed out that the increase will be felt to a considerable degree in the manufacture of brushes owing to the fact that long hauls are required in most cases on bristles, lumber, wire, etc.

Bigger Increase Than Westerners Figured

Western hardware jobbers and retailers have expressed the opinion that while the rates may be acceptable in Eastern Canada where the average haul is less than in the West, that they consider any increase over 25 per cent. is too high. The higher rates applied at this time are considered to be an added handicap owing to the fact that the West is just now buying supplies for the winter season and the crop is just beginning to move. One hardware jobber stated that owing to the number of times the freight would be multiplied on some articles the increase would amount to more than it looks on many articles before they reach the consumer. It was pointed out that building in the West has been very backward for some time, and that the higher rates will not serve to encourage the resumption of building construction. Of course the effect of increasing the circulation of money through the medium of higher wages to railway employees must be considered in this and similar connections.

Effect on Paints, etc.

In discussing the freight increases and their probable effect on the price of prepared paints, white lead, etc., with R. H. Monk, chief chemist and a director of McArthur-Irwin, Ltd., Montreal, it was thought that, while the higher freight charges would not help matters any, in so far as actual costs to deliver a given product are concerned, there would be little if any increase of price.

"In figuring this out on a hundredweight of a given product," said Mr. Monk," and on the basis of a 40 per cent. increase, this will amount to about 15 cents per 100 pounds. This would cover, say five or six gallons of material, and I presume that, at present in any case, manufacturers will absorb this small increase. It does not seem that there will be any advance for this reason just now."

Why Prices Steady

Some have been looking for declines on paints and kindred lines. These have not materialized, nor are they likely to, according to Mr. Monk. Aside from the fact that linseed oil and turpentine are lower, there have been advances for such lines as dry colors. These increases have been manifesting themselves several times since the first of the year, and colors of various kinds are selling, Mr. Monk stated, very near the cost mark. "They have to be sold on an average basis," was his comment, "and altogether there is little margin in some of these lines."

"Pig lead has been quite firm, and any temporary fluctuation of price has been brought about, partly, as a result of exchange rates easing. There is a little uncertainty just at the moment on lead, but the market does not give promise of changing to any marked extent. I do not think that United States' prices will decline greatly—if at all—in any case not more than perhaps 25 cents or 50 cents per 100 lbs. Just at the moment this is a little undefined."

Mr. Monk further pointed out that, between the placing of orders for lead and its arrival, and then the corroding of the same, there was a considerable delay of from one to two months. With regard to supplies of tin and iron containers it was pointed out that there was a turn for the better in so far as delivery is concerned, but some sizes are still scarce.

September is the next best month to June in which to sell gifts for the bride. This business is now in full swing, and is this year assuming very large proportions. Window displays such as this will help to acquaint passers-by with the fact that gifts for the bride can be purchased to good advantage in the hardware store.

Successfully Linking the Old and New

A. Workman & Co., Ltd., Ottawa, Has Been in Hardware Business for Seventy-six Years—Modern Fixtures and Methods Combined with Old Established Mail-Order Trade with Farmers in Outlying Districts Make Interesting Business—Auto Accessories, Blacksmith and Mill Supplies Are Chief Lines—Window Displays, Advertisements, Courteous Salesmen Important Factors in the Business.

THE name of Workman has for a great many years been closely identified with various branches of the hardware trade, and the present retail business carried on in Ottawa under the name of A. Workman & Company, Ltd., does full justice to the memory which the name recalls in the minds of those who have been acquainted with its history during the seventy-six years, since 1844.

The present retail store, of which Mr. Thos. Workman is president, and which is under the management of Albert Whillans, indicates that though an old established firm, A. Workman, Ltd., has kept pace with modern developments in the merchandising of hardware. The store occupied by the company is modern in every respect, being outfitted with up-to-date wall fixtures, display cases and other furnishings. The whole building of three storeys is occupied, the store being on the main floor and reserve stock on the two floors above, machine supplies on the 2nd floor and wooden pulleys, runners, etc., on the 3rd floor.

Machine and blacksmith supplies and contracting work, on a big scale, represents the chief business engaged in. The Workman Company, on account of its history and reputation, still receives a large volume of business from farmers in outlying districts, some of which comes from a great distance. A mail order business extends over the territory from Parry Sound to Montreal. Many relatives of the original Workman family are still engaged in branches of the hardware trade, one of whom is one of the heads of the firm of Frothingham & Workman, Ltd., of Montreal.

Auto Accessories an Important Line

Automobile accessories are one of the important lines in the city retail business of the store. This department was started five years ago and has grown rapidly since its inception. Advertising through the medium of newspaper advertisements and window displays is credited with helping the development of this department. In fact the statement was made to the representative of Hardware and Metal by A. A. Whillans, managing director of the company, that "advertising built the auto accessory department."

A question as to whether the old established name and the long history behind the company were responsible for securing much business to-day was asked Alex. Workman, vice-president of the company. The reply was that the popularity of the name Workman was a help in developing local retail business, and with mail order business from farmers, but that in the larger contracting business it was found that it was more a question of price than anything else. For this reason it is evident that the

Exterior picture of the A. Workman & Co. store, Ottawa, Ont., showing the splendid window facilities at the disposal of the window dresser. It is no wonder the management believes in the effectiveness of seasonable window displays to pull business. "Advertising built the automobile accessory department," said the store manager to Hardware and Metal, and it will be noted a good display of accessories is on view in this picture. Graduated shelves painted white make an effective background, provided the display is not overloaded. In the other window is a paint display, another important line in the store trade. The windows are changed often, and though the store is located just off the main street, much interest is taken in them, as evidenced by the business they bring.

average retailer whose business is restricted to local trade through the store and to business from the outlying districts by mail, it pays to develop a name and reputation which will ensure that customers will stick by them even in the face of competition from mail-order houses and others.

Courteous Treatment of Women Shoppers

The courteous treatment of women shoppers by the clerks is another strong point in the Workman business. This may seem unnecessary with this particular business, in view of the fact that the Workman store with its stock of heavy hardware for blacksmith and mill trade does not appear to cater to women's trade, and also from the fact that the store is not as conveniently located to the downtown district as are other hardware stores. The fact that a number of women customers, living considerable distance from the store, keep coming to them for household requirements indicates that they appreciate the service given.

Would Rather be Skinned by Workman Than Others

A great many farmers whose grandfathers bought hardware from some one of the original Workmans come long distances to deal at this store. It is significant of the type of farmer found in that portion of Ontario and Quebec surrounding Ottawa, that he is prone to stand by the established ways of his forefathers rather than try anything new, and when in the Workman store some of them jocularly remark that they "would rather be skinned by Workman's than by anyone else."

THOMAS WORKMAN

President of A. Workman & Co., Ottawa, who went from Stratford in 1876, where he had been in the hardware business, to Ottawa to assist his uncle in the management of the Ottawa store of which he is now the head.

Looks After Advertising Himself

Advertising matters are looked after entirely by Mr. Alex. Workman, who finds advertisements in the local papers worked in conjunction with window displays to be an effective medium for moving stocks, particularly if something special can be offered. Much business is attributed to the window displays. The store is fortunate in having windows well suited for attractive displays, and even though the store is located just off one of Ottawa's main streets, the windows pull well when they are required to do so. It is significant that good window dressing will pull results under such circumstances.

Stocktaking Without Closing the Store

Stocktaking generally lasts over a period of about three months from January 1st, and the store remains open

One side of the Workman store showing the up-to-date display fixtures used to show the stock. Though the big end of the business is in heavy hardware consisting of blacksmiths and mill supplies, yet shelf hardware is by no means neglected as will be seen. The manager's office and accounting department overhead are shown at the rear of the store. The showcase on the left, part of which is showing, is devoted to automobile accessories, the next contains flashlights and boat lights. A good look at this picture will show that every opportunity is taken advantage of to display the goods and yet the general impression is that it is not overdone.

throughout. Mr. Whillans explained that night and day shifts are necessary to complete stock-taking in this time, though their stock is very much heavier than the average. The first operation is to start men where packages are full, in the reserve stock section. A book listing "Goods Sold from Stock Taken," is opened as well as a book listing "Goods sold from Stock not taken." In this way a record of every piece of stock moved after stock-taking has started, is recorded in these books and by a comparison and some figuring the work is fairly accurate.

Address to Late King Edward by Founder

Hanging in the office of Mr. Thos. Workman, of the A. Workman Hardware Co., Sparks Street, is a photographic reproduction of an address which was presented by the founder of the firm, the late Alex. Workman, to the late King Edward, when, as Prince of Wales, he visited Ottawa in 1866 and laid the corner stone of the old Parliament Buildings on August 31.

Mr. Workman was Mayor at the time and presented the address in his official capacity. When the corner stone of the old Parliament Buildings was removed after the fire in 1916, the civic address was discovered in an excellent state of preservation. Mr. Hunter, Deputy Minister of Public Works, thinking Mr. Workman would appreciate this reminder of his late uncle, sent him a photograph of the address. And Mr. Workman certainly did appreciate it. The original address is now back under the new corner stone.

A. A. WHILLANS

Managing director of A. Workman & Co., Ottawa, Ont., who has the reputation of being one of the best posted hardwaremen in Canada. His father, ex-Alderman Whillans, was also with the firm prior to his death.

Great Record

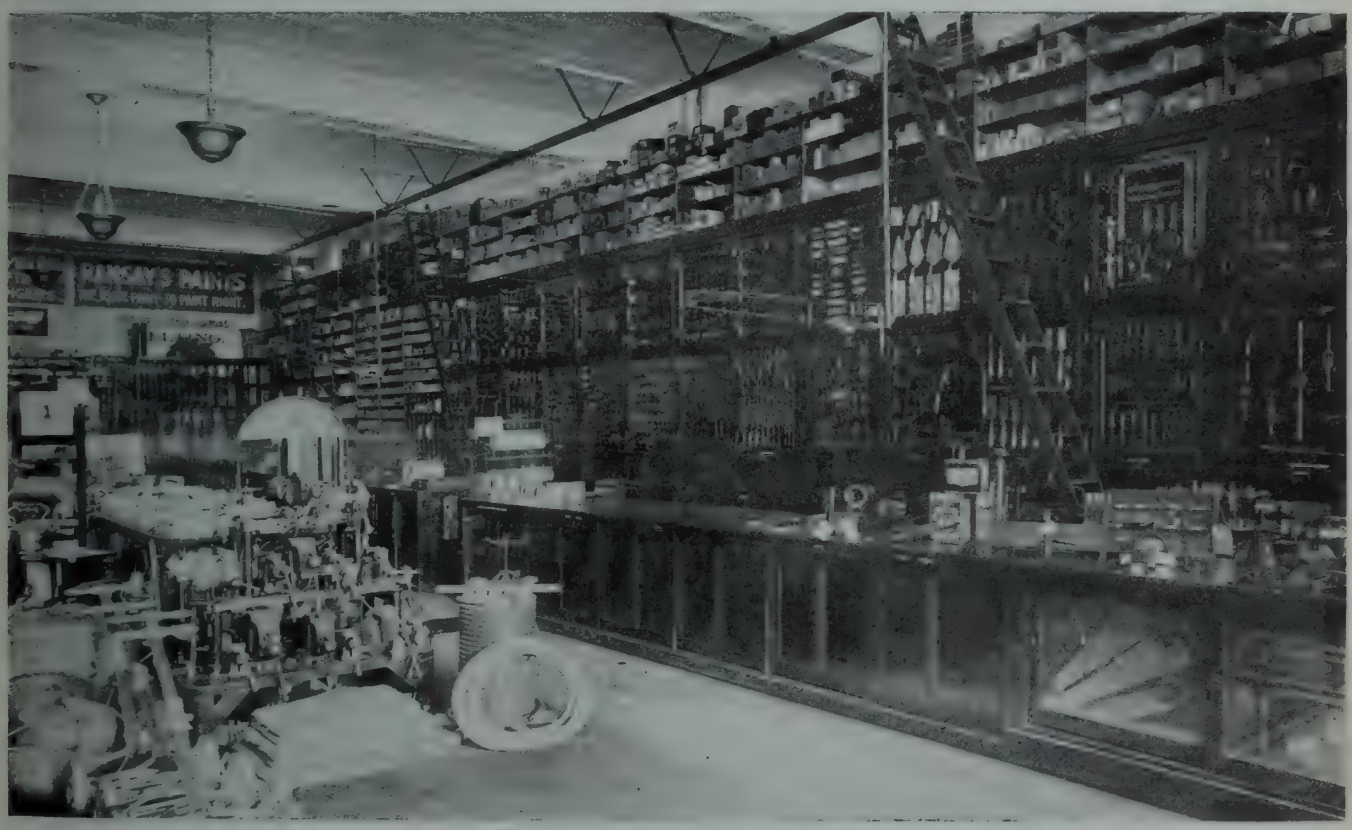
The Workman firm has reason to be proud of its name and reputation, for it dates away back to the year 1844 (76 years ago), when its founder went to Ottawa from Montreal and opened business in the old stone store on Rideau Street, corner Mosgrove, which till some 25 years ago used to be a civic landmark.

Mr. Workman started in partnership with Mr. Ed. Griffin, but Mr. Griffin retired a few years later and Mr. Workman carried the business on in his own name. Shortly after starting in Lower Town he built a fine three-storey stone store on Wellington Street, west of Kent, and occupied the upstairs as a dwelling. Ths store was one of the imposing edifices of Ottawa of that day.

Was Leading Citizen

Mr. Workman was a very progressive

(Continued on page 43.)



The other side of the Workman store, showing how the large stock of shelf hardware is kept neatly and easily available. Wall cabinets have samples of various lines fixed to the door fronts and above the cabinets are shelves for reserve stocks of lines kept in each section. Glass-fronted sections in the counters are also used to display saws and other lines. Vises, builders' hardware and other heavy lines are shown to some extent on a table in the centre of the store. Some lines of automobile accessories will be noted at the side of the counter where they can be handily picked up by the customer or referred to by the salesman.

Editorial Comment

AN IMPORTANT FACTOR IN CANADA'S INDUSTRIAL LIFE

THE Canadian National Exhibition, closing last week, marked the introduction of another important factor in helping along the period of re-adjustment to normal conditions in Canadian industry. The annual fair is truly national in scope, judging by the extent of its exhibits, the interest it aroused and the attendance which was attracted from all parts of Canada. This year the motto was "Work and Prosper," and the spirit of the event was that only by diligent effort on everyone's part can this country uphold its status among the nations of the world. Great interest was taken in the exhibits, even greater than in past years according to many exhibitors. This was probably because of the growing tendency to discriminate a little more in buying than has been the practice of many of the Canadian people in the past few years. Exhibitors as well are said to have taken a greater interest in arranging their booths, probably being more desirous of attracting new business and also through having a greater realization of the value of such an opportunity. Many new lines were also in evidence which indicates that Canadian industry is by no means stagnant. Automobile and accessories, trucks and facilities for improving rural life were prominently shown, along with extensive displays of electrical goods, manufacturing processes, etc. This national fair now attracts over one million persons each year, including exhibitors and visitors from all parts of Canada, and it therefore represents an important factor in the industrial life of the country.

FIRST CHANGE IN NAIL EXTRAS FOR TWO YEARS

THE announcement of a change in extras on nails this week is an important one. So wide is the range and gauge of nails affected that hardware dealers should check closely the new list of extras as outlined elsewhere in this issue. The change constitutes a general revision said to have been made necessary owing to the fact that the various gauges formerly did not bear an equal proportion. Some lines were being listed higher in proportion to others and the result is that no general advance is made. This is the first change in extras since October 22, 1918, and is said to have been made necessary owing to increasing production costs as result of higher freights on raw materials and coal. It also probably reflects the recent movement of United States wire interests to increase by $5 per ton the extras on nails.

PERIOD OF PREMIUM PRICES FOR SHEETS MAY BE OVER

AFTER many long months of scarcity of sheets, and the paying of high premiums to secure them an interesting announcement has been made by President A. T. Enlow, of the Dominion Sheet Metal Corporation, to the effect that a small tonnage is now being offered for the first time this year, for fourth quarter delivery, at prices much below current independent mill quotations. This improvement in the sheet situation has been brought about largely as result of the falling off of demand for sheets for use in the automobile industry. Mr. Enlow makes another interesting prediction—that prices are expected to moderate considerably after the new year.

ANGLING FOR EXPORT TRADE BY NEW MEANS

ANNOUNCEMENT was recently made of a somewhat novel plan for securing export trade as adopted by Italian business houses and which, it is said, is likely to be followed by a similar movement on the part of United States business heads. The plan takes the form of a "Travelling Fair," and in the case of Italy a ship has been chartered by some of the country's leading merchants and loaded with samples from which sales will be made, these being recorded by wireless. The Italian Government is said to have sanctioned the plan and provided a ship for the purpose. The idea has extended to the United States and is said to have that government's sanction now as well. It is said that a syndicate of U. S. merchants and promoters have purchased a ship which will visit no less than forty countries, the trip occupying eleven months of 1921. The price of a passenger's ticket, it is said, will be $10,000.

Framing Ontario's Headlight Law

Experience of Enforcing This Law in New York State Establishes a Precedent for Ontario Motorists—Similar Laws to Become Effective Throughout America—Uniformity is Lacking

IN view of the likelihood of the early adoption of the Headlight Anti-Glare Law in the Province of Ontario, which action will be taken just as soon as final sanction has been given the list of devices now being approved, it is interesting to note some of the advantages and disadvantages which have been apparent in connection with the enforcement of a similar law in other sections. It is likely that the headlight regulations as adopted by certain of the States across the border and which will soon be introduced in Canada by Ontario's action, will shortly be in force throughout America, and this is therefore an important matter to dealers in automobile accessories.

Secretary W. G. Robertson, of the Ontario Motor League, is conversant with the new headlight law which has been made effective in New York state, and points out that at present there is a disconcerting lack of uniformity, and while vehicles equipped in accordance with the New York regulations pass muster in certain States there are others that do not accept the standards, and motorists are obliged to conform to local regulations.

The certificates of approval of headlight devices in New York contain regulations as to the adjustment of these devices which must be conformed with in using them on the road. These regulations include the adjustment of the lamps with respect to the focus of the reflector, the maximum allowable candle power of the lamps to be used with the headlights adjusted to give a horizontal beam, and with the lamps adjusted to give a beam tilted to a certain extent downward toward the road. The specifications are that the beam at a distance of 200 feet ahead of the car and at some point between the road level and 42 inches above it must be at least 1,200 candle-power. The beam 100 feet ahead of the car and 60 inches above the level must not exceed 2,400 candle-power. The beam 100 feet ahead, 60 inches above the level surface, and seven feet to the left of the axis of the car must not exceed 800 candle-power (this represents the position of the oncoming driver when he turns out to pass).

Incandescent lamps at present are of two types, the vacuum and the gas-filled, and it is pointed out that in many cases a higher candle-power can be used with one type than the other without exceeding the specified limits of glare. Most lamps are provided with means for changing the focus of the lamps.

While many home-made devices are used to overcome the difficulty, experience has proved that it pays to use a good commercial device designed for the purpose.

LINKING THE OLD AND NEW

(Continued from page 41.)

citizen and took a keen interest in civic affairs. He became a councillor, and at the time of King Edward's (then Prince) visit in 1866, had the honor of being the city's Chief Magistrate.

Previous to coming to Ottawa he had conducted an academy in Montreal. A number of members of Parliament of the time had been educated by him, and during the session used to drop in and renew acquaintances. This fine old citizen lived to be 94 and died in December, 1892. It is an interesting fact that almost up to the time of his death he daily attended to business.

Memories of 1866

In the early days Mr. Workman was assisted by his son, Alex. ("Sandy"), who was the first Major of the old Ottawa Field Battery which took part in the repelling of the Fenian Raid of 1866. It was about this time that the late ex-Ald. Wm. Whillans, who for many years was a strong figure in the Rideau Street store, joined the staff as bookkeeper. He was with the firm till his death. He was also a prominent figure in civic life and a most respected citizen.

It is interesting to note that his son, Albert, who went to the firm as a boy, is still with the firm as secretary and managing director of the Sparks Street business. Mr. Whillans, Sr., was brought to the firm by Major Workman after the Fenian Raid. He had been the Sergt.-Major of the Ottawa Field Battery.

The Later Firm

In 1876 Mr. Thos. Workman, a nephew, now the controlling spirit of the firm, came to Ottawa from Stratford, where he and his brothers had been in the hardware business, and assisted his uncle in the management of the store. When Mr. Alex. Workman died, Mr. Thos. Workman purchased the business, but retained the old established name. About 20 years ago he sold the Rideau Street store to Mr. W. G. Charleson and made the Wellington Street store his headquarters. He also turned the now greatly increased business into a joint stock company, making Mr. Albert Whillans managing director. Mr. Thos. Workman is president; his son, Alexander, is vice-president, and his son, T. Oswald, is treasurer. Mr. Albert Whillans has the reputation of being one of the best posted hardware men in the country.

About four years ago the Government expropriated the Workman building on Wellington Street. The firm at once built its present fine store on Sparks Street, the property of which runs through to Queen Street. Their new store is one of the best equipped hardware stores in the country.

Fusion of Iron and Steel Interests in Scotland

It has been announced by Lord Pirrie (of Harland & Wolff's, Belfast) that this firm has just concluded an agreement whereby it will acquire a controling interest in Messrs. David Colville & Sons, Limited, iron and steel makers, of Motherwell, Scotland. The purchase price is said to be about £8,000,000. Messrs. Colville's output of steel is the largest in Great Britain; they have huge works in Motherwell and also extensive iron works in Ayrshire. In addition, the combine embraces the collieries of Russell & Co., Glasgow and Lanarkshire.

Canada's Exports to United Kingdom Show Decrease—Imports From U. K. Increase

A notable feature of the present position is the resumption of business with Germany, of which, however, imports from the United Kingdom represent two-thirds of the total value, a distinct change from the pre-war situation.

Imports aggregating £12,209,916 from Russia are also worthy of note.

As regards Canada, it will be observed that whereas exports to the Dominion have increased more than threefold, imports from Canada have fallen away by nearly one-third.

United Kingdom's trade with:—	1919	1920
Canada—	£	£
Imports	48,243,296	33,973,656
Exports	6,270,529	21,169,988
Re-exports	514,306	3,628,412
Total	55,028,131	58,772,056

News of Western Canada

Western Notes

Vancouver, B.C.—The F. R. Murray Co., Ltd., is moving their office to 814-815 Board of Trade Building, 402 Pender Street West.

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Brandon, Man.—John Popkin, of the Johnson Hardware Co., Brandon, and hon. sec. of the Brandon branch of the Retail Merchants' Association, has returned from a visit to England.

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Qu' Appelle, Sask.—Lewis' hardware store was visited by thieves last week, and a small amount of cash was taken.

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Ogema, Sask.—C. S. Benjamin has sold his hardware business to C. Warden.

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Kerrobert, Sask.—Norman Cunningham, of the Herity Hardware Co. has gone to Champion, Alta., where he has accepted a position as manager of a hardware store.

Obituary

Saskatoon, Sask.—George Tucker, of Saskatoon, an employee of the J. H. Ashdown Hardware Co., died in St. Paul's Hospital. Tucker's spine was broken when a car hit and knocked him down Sept. 2.

British America Paint Co., Ltd., Announces Appointment

J. C. Pendray, president and managing director of the British America Paint Co., Ltd., with headquarters at Victoria, B. C., announces the appointment of W. R. Herbert as general sales manager. Mr. Herbert has been sales manager in charge of the prairie division for several years. In his new capacity he will be enabled to develop the sa[illegible] policy and [illegible]es organizations of all the Canadian branches and Oriental depots along uniform lines consistent with climatic or other conditions.

Manager Receives Gift on Leaving Regina

Regina.—W. R. Fulkerson, manager Sharples Separator Co., was presented with a club bag by Regina salesmen on the eve of his departure to attend the salesmen's convention at West Chester, Pa. He left with Messrs. Williams, Sleeman and Grant of the Saskatchewan sales force. Mr. Fulkerson expects to return in October.

FALL SHOOTING REGULATIONS IN MANITOBA

The season for taking of prairie chicken, partridge and grouse in Manitoba will open on October 15 and close October 22, both days inclusive.

The only person exempt from taking out a game bird license is a farmer who resides permanently on his farm.

Has Not Disposed of Business

It was stated in a recent issue of Hardware and Metal that S. L. Loraas of Vanscoy, Sask., had sold his hardware business. Mr. Loraas advises that the source of this information was incorrect and he still retains his hardware business.

Moore's Hardware Ltd., to Succeed J. Littlejohn & Son.

Eston, Sask.—J. Littlejohn & Son have sold their hardware business to Robert Moore and the new firm will be known as Moore's Hardware Ltd.

Mr. Moore is well acquainted with the hardware business, having been travelling representative of Miller-Morse Hardware Co. for approximately five years.

The hardware and tinsmithing departments of W. C. Johnston & Co. have been taken over and Mr. Littlejohn's former store will be remodeled to make it suitable for the hardware and tinsmithing lines.

Features Dealers' Window Display Contest

The national campaign that the Geneva Cutlery Corporation has been using to advertise Genco razors is expected to be of more direct benefit to the individual dealer, by linking his store with the campaign and to this end a window display contest will be featured by this company during the week of November 8th to 13th. One thousand dollars in cash prizes is to be divided among the 46 dealers making the most attractive displays at that time, and the material for dressing the windows will be supplied by the Genco people without charge to the dealer. The week of November 8th to 13th is to be known as Genco Week.

Big Revenue from New Taxation

Luxury and Special Taxes Yield $20,855,859 for Last Five Months Compared with $7,778,-401 for Same Period Last Year—Current Expenditure Also Higher.

So much commotion was caused over putting the Governmental machinery into operation for the collection of heavier taxes from Canadian merchants and others, that the hardware trade will be interested in the following figures showing increase in receipts and comparison with expenditure of the Federal Government.

Receipts from inland revenue, as a result of luxury and other special taxes imposed, have taken a big leap forward. For the five months closing with the end of August, receipts from inland revenue were $20,885,859; during the corresponding months of 1919 they were $7,778,401. For the month of August alone, inland revenue receipts were $5,-807,114; in August, 1919, $1,638,840.

The figures appear in the monthly statement issued by the Department of Finance to-day. For the first time, the statement gives details both of ordinary revenue and ordinary expenditure. For the five months ending August 31, ordinary revenue and ordinary expenditure compare as follows:

Ordinary revenue, 1920, $183,527,579; 1919, $132,386,719. Ordinary expenditure, 1920, $135,675,321; 1919, $97,579,-339.

In explanation of the heavy increases in ordinary expenditure it is explained that this year's figures include the first interest payment on the last Victory loan.

Revenue from income tax during the month of August was $7,481,647, compared with $1,383,849 in August, 1919; from business profits tax, $2,315,946, in comparison with $5,429,161 collected from business profits in August, 1919.

A total net debt after deducting non-active assets, now amounts to $2,234,-496,915.

Hardware Store Sells More Accessories than Garage

How Do You Know?—Because the Hardware Store Proprietor Owns the Garage Too and Keeps a Good Display of Accessories Constantly at Both Places—Value of Attractive Window Displays in Developing Trade.

IN CONNECTION with the sale of automobile accessories through the hardware trade much has been said of the competition which might be found to exist between the hardware store and the nearby garage which was looked to as the logical source of supply of automobile accessories before the hardware trade saw an opportunity and cut in for a large share of such trade. However, there is no garage owner that will admit that the local hardware store enjoys a bigger trade in such lines than he so that it has not been proved conclusively which medium of distribution can really sell the largest volume of accessories.

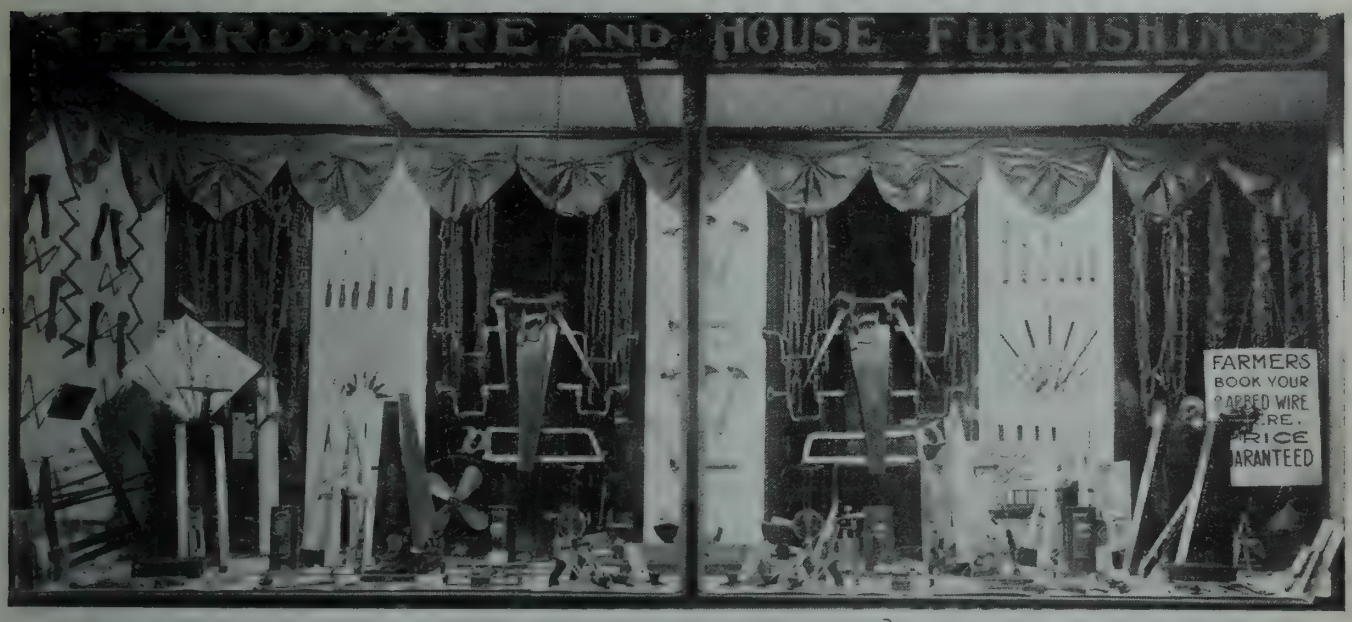
Sells More Accessories Than Garage

In this connection it is interesting to note that N. B. Vickers, hardware merchant of Drumheller, Alta., has a substantial auto' accessory trade through his hardware business, and he does a bigger business than the local garage insofar as accessories are concerned. This is because he happens to be owner of the garage as well and has found from experience that though he has a good display of accessories in both the store and garage, that the former sells for him more accessories.

Mr. Vickers is a pioneer of the district having opened his store in 1911 at which time the railway tracks were first being laid to the town. He opened with a small stock of hardware, supplemented with some general store lines, and later on built a garage. Mr. Vickers stated to a representative of Hardware and Metal that he had great faith in the prospects of the Drumheller district and he is in on the ground floor to take full advantage of developments.

Windows of Great Value

To-day the Vickers store boasts a large and complete stock of shelf and heavy hardware and a department devoted to house furnishings lines. A. Cole, who has been associated with Mr. Vickers for over six years is in charge of the hardware department and is a firm believer in the value of the windows for advertising purposes. Local townspeople are fully aware of the great pride which the Vickers store takes in its windows through frequent changes and close attention to details, and this makes the windows much more valuable for everyone is on the watch for what the Vickers store is advertising to-day. Mr. Cole takes personal charge of the window trimming.



One of the attractively arranged window displays of the N. B. Vickers Hardware, Drumheller, Alta., of which mention is made in this article. Builders' hardware and tools are featured in this display. It will be noted that samples of various tools are attached to wall boards which can be used as a background. A. Cole is in charge of the hardware department and personally supervises the window trims. Great interest has been worked up in the local community over the window trims of this store and this fact renders them much more effective.

Events in the Trade

Incorporations

Toronto.—The Sanitary Sheet Metal Containers, Ltd. (Ont.), have been granted a charter.

Toronto.—Universal Gas and Oil, Ltd., has been incorporated with a capital of $1,500,000, their head office to be at Toronto.

Toronto.—Eagle Oil and Gas Company, has been incorporated with a capital of $500,000, their head office to be at Toronto.

Winnipeg, Man.—Jumbo Metal Works, Limited, have been incorporated with a capital of $300,000, their chief place of business to be at Winnipeg.

Montreal.—The Industrial Equipment Co., Ltd., has been incorporated with a capital of $20,000 to manufacture mining supplies, automobiles and accessories, etc. Their chief place of business to be at Montreal.

Montreal.—The Mercantile Corporation Limited has been incorporated with a capital of $200,000 to manufacture marine, foundry, and mining supplies, automobiles, accessories, etc. Their chief place of business to be at Montreal.

Death of Vice-President of Canadian Asbestos Co.

Henry Berry, Vice-President and General Manager of the Canadian Asbestos Co., died at his home in Montreal on Monday last after a lingering illness. The late Mr. Berry was a pioneer in the Montrea asbestos industry and gave himself over to the prosecution of his chosen work for many years past. During the greater part of his life he was connected with the development of the asbestos industry and under his management and direction many new asbestos products were brought before the Canadian trade. At the same time he found time to be associated with the work of the Canadian Manufacturers' Association and with the Montreal Board of Trade. In his efforts to popularize the use of asbestos products he travelled extensively throughout Canada. Possessed of a strong personality he naturally made many friends. He is survived by his widow and three sons.

Woodstock Clerks Want Weekly Half-Holiday

Woodstock. — The local clerks and salespeople are circulating a petition in an endeavor to have the regular weekly summer half-holiday extended throughout the entire year. It prevails at present throughout June, July and August. The matter will be discussed by the Board of Trade at an early meeting.

Western Ontario News

W. Livingstone, of A. MacFarlane Co., Montreal, is calling on the trade in London and district.

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Chas. West has been awarded heating and plumbing for new $12,000 residence for Sid Swift, at London, Ont.

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E. A. Stokes, of Petrolea, plans to erect a large plant shortly for the manufacture of nitro-glycerine and explosives.

* * *

Homer VanPatter, of Aylmer, Ont., has left for Swift Current, Sask., to join the sales staff of the Swift Current Hardware.

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Charles Talbot, 30 Askin St., London, Ont., wants prices on heating and plumbing, in connection with new $4,000 residence.

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John McTaggart, who formerly conducted a general store at Appin, Ont., has joined the sales staff of the Cowan Hardware, at London, Ont.

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Charles McKerlie, of the Cowan Hardware, London, who recently joined the benedicts, has returned from a honeymoon trip to eastern points.

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T. Swallwell, of the D. H. Howden Hardware Co., London, Ont., has joined the sales staff of the Cowan Hardware, of the same city.

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Work will be commenced at London, Ont., about October 1, on three large new factory buildings for the Service Motor Truck Co., of Wabash, Indiana. These are the first units of a plant that is to cost $5,000,000.

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E. Mackness, who last fall opened a plumbing and tinsmithing business at Watford, Ont., is closing up the shop and removing his stock to a new location in Sarnia.

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The Humid Air Company, Limited, has been formed at London, Ont., and will manufacture the humid air ventilator, a device to be used in connection with the smoke pipe of a furnace, to distribute moisture to various rooms. For the present the manufacturing will be done at the factory of the Dennis Wire and Iron Co.

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In connection with industrial developments at London, Ont., the Utilities Commissioners contemplate extensions of water mains and service into the new factory area at an estimated cost of $200,000.

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The Wright Teale Co., of London, Ont., have arranged an exceptionally attractive window display for the fair this week with a view of interesting the thousands of farmers who are in town in water pumping equipment, bath room equipment and plumbing fixtures. The window is backed up by an equally attractive store display.

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Rapid progress is being made in connection with the extension to the hardware store of Chas. W. Summers and Sons, at London, Ont., and Mr. Summers stated to Hardware and Metal that he expected to begin placing new stock in the building by the end of the month. He reports prospects bright for an exceptionally fine fall business.

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In connection with London Fair, which lasted all this week, the Cowan Hardware Co. had an unusually attractive display window of tools. Excellent results are reported from the window from a sales standpoint. Another good business getter from fair visitors was a window display of cutlery, cut glass and silverware.

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With new factories assured that will employ at least 3,000 men, and an acute shortage of houses already existing, the biggest building boom in the history of London, Ont., is looked for this fall and next spring. Plans are being prepared for a large number of new homes to take care of the demand, and an exceptional business in builders' hardware and tools is looked for by men in the trade.

Morpeth Hardware Suffered Slight Loss in Robbery

It was Thos. J. Hedley, hardware merchant, of Morpeth, Ont., who suffered slight loss from a recent robbery, and not Bateman's Hardware, as formerly stated. Mr. Hedley advises that some small change was taken from the till and a few other small articles. The robbers gained entrance by removing the putty from a rear window and lifting the glass out.

Adds Rolling Mill

The Dillon Crucible Alloys, Ltd., of Welland, Ontario, have installed a 10-inch rolling mill, which is at present in operation. The new mill has a capacity from ¼-inch to 2⅜-inch rods and squares.

Form Page-Hersey Tubes, Ltd.

Page-Hersey Tubes, Limited, has taken over the entire business of Page-Hersey Iron, Tube and Lead Co., Ltd., according to an announcement by President W. W. Near. No change in management has been made.

Bicycle Dealers in Annual Convention

Toronto, Ont.—The fourth annual convention of the Canadian Bicycle Dealers' Association was held in the convention hall of the King Edward Hotel, Toronto. The general features of the congress this year comprised a one-day business session with all delegates as the guests of the association at a luncheon, and later in the day a banquet in the gold room of the hotel, which was provided by the manufacturers and jobbers. The discussions embraced a wide range of subjects and practically every department of the retail bicycle business was examined by the gathering.

It was decided to hold the 1921 convention in Chatham, Ont., the birthplace of the Canadian Wheelman's Association many years ago.

Shipments Displace Sales as Test of Iron and Steel Situation

"Shipments have displaced sales as the true test of the iron and steel situation. As production continues to rise, signifying the progressive improvement of transportation conditions, new buying appears to have further retreated," says the Iron Trade Review. The position of consumers as to supplies manifestly is becoming easier with each passing week. Moreover the spirit of caution on future purchases still runs plainly through the whole market. Against this situation the heavy bookings of producers and the high level of current costs serve to exert a strong stabilizing influence. Furthermore it is a notable fact that apart of the automobile industry, from which the stream of suspensions has not ceased, consumers are taking in the increased tonnage of material without hesitation and are following up their specifications almost as keenly as when the shortage was most acute.

Canadian Fairbanks-Morse Staff Hold Excursion

Montreal.—A very enjoyable moonlight excursion was participated in by 350 employees of the Canadian Fairbanks-Morse Company, Limited, Montreal. The steamer "Three Rivers" left Montreal with the happy party on board and a pleasant sail was enjoyed down the St. Lawrence for several hours. Arrangements had been made previously with the Grenadier Guards Jazz Band to provide music for the evening and they furnished choice selections in order that the "light fantastic" might be enjoyed to the hearts' content of the excursionists. An impromptu program was also rendered, and refreshments served, and the party greatly enjoyed this outing supervised by the local manager, Mr. M. D. Cordell.

AN ACT TO AMEND THE QUEBEC GAME LAWS

By Order-in-Council recently passed, the hunting seasons for animals are as follows:

Moose: from the 20th September to the 31st December inclusively, except in the counties of Pontiac and Temiscamingue, where the hunting of moose will be allowed from the 10th of September to the 31st December inclusively.

Deer: from the 1st September to the 30th of November inclusively.

Caribou: from the 20th September to the 31st December inclusively.

Why Some Rubber Orders Are Delayed

MONTREAL.—In discussing the belting situation with a prominent manufacturer, Hardware and Metal was informed that the difficulty of procuring the requisite duck for incorporating into these products was a serious one. In view of this, orders placed now for some lines and sizes have to await their turn, and "in some cases we cannot promise delivery on such orders for eight weeks," said this informant. "We have been able to make delivery of regular orders placed some time ago, but as regards new business it has to await its turn. Of many lines we have ample stock, but delays will be experienced on other lines."

Must Provide Proper Garbage Receptacles

Chatham.—The board of health unanimously passed an order that all people who do not provide proper receptacles for their garbage by October 1 will be liable to prosecution. The order was passed after listening to a report submitted by the city garbage collector that in a great many cases the proper receptacles were not provided. The order also included that a sanitary inspector call at each house where the people do not carry out the wishes of the board and inform them of the requirements.

Three Rivers Enjoying Business Boom

Trois Rivieres, Que.—According to reports business is good in Trois Rivieres; houses cannot be built fast enough to supply the demand.

Adoption of Unit or Decimal System for Hardware

Montreal.—Hardware and Metal has already referred to the change which some firms are instituting regarding the sale and pricing of hardware, in that a number are adopting the decimal or unit plan. It is a simple matter of changing from one dozen or gross procedure to the single or 100 plan or decimals of 100. Thus, where a given type of shelf or other hardware has been sold and invoiced by the dozen, for instance, it will now be sold at each, or at a price per 100, and, as explained to Hardware and Metal, there will be an adoption of this idea in packing.

As far as can be ascertained this will apply to certain lines of manufactured goods put up in the United States. Already one or two firms have announced to the trade that they are instituting such a plan and while some look for a simplification of the whole system to the advantage of the trade, others are not so sure that it will be all that is desired. It is expected to simplify figuring of prices. Doubtless, as with other innovations which are made from time to time, it will take time to reveal its advantages.

International Harvester Co. Denies Profiteering Charge

Statements issued by the International Harvester Co. and the National Implement and Vehicle Association in reply to the report of the Federal Trade Commission charging profiteering and violation of the Sherman Act, denied that either organization has at any time attempted to fix or maintain prices.

The Harvester Co.'s statement, signed by Cyrus H. McCormick, chairman of its board of directors, said: "It should be noted that the report does not find prices or profits in the farm implement industry excessive, exorbitant or unreasonable, yet the commission's figures on manufacturers' profits greatly exceed this company's net earnings.

"The commission might well have added in its report that, if farmers were allowed the same rate of compensation per hour for labor of themselves and of their families that the manufacturers pay for the production of farm implements, it would be evident that the farmer needs all of the advanced price on farm products to make a decent living. The advance in prices in both cases is due to causes beyond the farmers' or the manufacturers' control."

Canadian Trade Commission Soon to Be Wound Up

Ottawa.—The work of the Canadian Trade Commission, it is expected, will be wound up about the middle of November, the last shipments of goods handled by the commission going out of Canada via the St. Lawrence before navigation on that river has closed. At the present time much of the commission's work is devoted to clearing up the business which has already been arranged for.

Newsy Notes From Here and There

Toronto.—W. H. Cunningham, general manager of the Kasement Skrene Dore Co., and Mr. Nicholson, factory manager, have just returned from a ten-day trip through the Southern States, during which they spent two days at the Kasement factory in Camden, Ack.

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Peterboro.—J. J. Turner, of J. J. Turner & Sons, Ltd., Peterboro, has just returned from visiting Belgium, France and other European points.

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Montreal.—"Dick" Terrill, sales manager Caverhill, Learmont and Company, was in attendance at the Toronto Exhibition.—F.A. Ray, representing Stevens-Hepner Company, Ltd., Port Elgin, Ontario, was in Montreal this week.—Herbert Seybold, of Starke-Seybold, Ltd., returned from a motor trip via Albany and Troy, N.Y.

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Toronto.—The following were among the visitors to Kennedy Hardware Co., Toronto, last week:

J. A. Henderson, Brampton, Ont., J. W. Rock, Norwood, Ont., E. T. Morton. Campbellford, Ont., E. Miller, Aylmer, Ont., Wm. Ough, Aurora, Ont.

Montreal.—J. A. E. Bureau, representing Richardson and Bureau, is callong on the trade in the Maritimes. J. O. Jepson, Hobbs Mfg. Co., Ltd., returned to Montreal after spending his vacation at London and Wiarton.

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Toronto.—The following were among the visitors to H. S. Howland, Sons & Co., Toronto: Jas. Dobson, Bronte, Ont.; A. C. Elliot, Brooklyn, Ont.; H. Long, Port Credit, Ont.; representative of McDonald & Son, King, Ont.; A. C. Salem, Byng Inlet, Ont.; A. M. Beynon, Jefferson, Ont.; D. J. Morish, Highland Creek, Ont.; H. J. Peekir, Proton, Ont.; representative of Spratt & Son, Inglewood, Ont., B. R. Brown, Lansing, Ont., E. A. Dutton, Stouffville, Ont.; representative of Revilly & Son, New Toronto, Ont., J. McEwen, Novar, Ont., J. Little, Fairbanks, Ont., W. Cassidy, Stoco, Ont.; Highland Creek Supply Co., Highland Creek, Ont., E. W. Gordon, Campbellford, Ont., G. C. Charlton, New Toronto, Ont.; representative of Wm. Ough & Son, Aurora, Ont., R. Blain, Brampton, Ont.; J. T. Johnson, Gormley, Ont.; representative of D. Stewart & Son, Thistledown, Ont., S. L. McCabe, Lotus, Ont.

Hardware Exhibits at St. John Fair

Local Hardware Firms Take Full Advantage of Fair—Announcement of Plans for Extending Hydro-Electric Development.

ST. JOHN, N.B.—What is described as the most successful exhibition ever held in St. John, N.B., was brought to a close last week. Hon. W. E. Foster, Premier of New Brunswick, A. E. Schofield, mayor of St. John, and Hon. J. F. Tweeddale, Minister of Agriculture, officiated at the opening. In his opening speech, Hon. Mr. Foster made the first official announcement of the Government plans re hydro development. He stated that plans and estimates were being made by the staff of the New Brunswick Electric Water Power Commission, and that the work was being pushed vigorously. He also stated that the commission expected to call for tenders for some of the most important parts of the work within a very short time, particularly in the vicinity of Musquash.

Every opportunity is to be afforded for suitable sites for manufacturing plants, and with cheap power and favorable conditions they should be able to attract a fair share of new industries.

Mayor Schofield gave a hearty welcome to all visitors to the city, and to the exhibition during the week. "We are going to make a strong effort to have this exhibition an annual event hereafter," he added.

Hon. Mr. Tweeddale congratulated the management of the exhibition upon the excellent showing that had been made. It was his opinion that the people were looking to the Government to develop the water powers of the province.

The demand for stands and booths was much greater this year than on any former occasion. All available space was taken up long before the time limit had expired, and many would-be exhibitors were disappointed in not being able to secure a stand.

T. McAvity & Sons, Ltd., hardware merchants, St. John, N.B., exhibited on a very large scale, occupying no less than four different stands, namely: Hardware, showing the firm's general lines, refrigerators, silverware, sporting goods, etc.; automobile accessories were shown on a stand in the automobile section of the exhibition buildings, and the firm received a lot of good advertising from this display, as they were the only firm who devoted a stand to this class of goods. A full line of automoblie accessories was shown, including tires, chains, camping outfits, wrenches, lamps, batteries, spark plugs, repair kits, gaskets etc. The motoring visitors were very much interested in the display. A stand was devoted to oil stoves and heaters, in charge of Mr. Irwin, who represents the manufacturers, and was demonstrating on behalf of T. McAvity & Sons, Ltd. The fourth McAvity stand was one which created quite a sensation. The valve and marine stand was one of the finest that has ever been seen in St. John. In fact many visitors declared it to be the best display ever shown in Canada. Valves of all sizes and descriptions were exhibited. One valve, the largest ever made in Canada, caused considerable interest. This valve was made to order for the Riordon Pulp and Paper Co., Ltd., Temiskaming, P.Q., is of acid resisting bronze, and is known as a Y blow-off valve.

Some Interesting Exhibits

There was also shown a massive acid resisting bronze sleeve, weighting 16,000 lbs., manufactured for the same company. A big display was also made of acid resisting bronze flanged elbows and tees. Goods were shown that were manufactured for every pulp and paper company in Canada, and the firm boasts that it can equip a mill from the start to the finish. A large trade is being developed in Newfoundland, and at the present time the firm is working on orders from the Anglo-Newfoundland Development Co., Ltd., Grand Falls, Newfoundland. This branch of the McAvity business comes under the supervision of Mr. Clifford McAvity. Mr. Cruickshank is the general manager. The four booths were laid out under the direction of O. Trentowsky, and the advertising manager, Fred S. Stewart.

W. H. Thorne & Co., Ltd., had an attractive stand showing Edison phonographs, in charge of H. Olsen. This stand proved to be very attractive, giving the public a chance to sit down and take a rest, and at the same time hear the latest hits sung by the leading artists.

Other firms making exhibits of interest to the hardware trade, included the following:

Enterprise Foundry Co., Ltd., Sackville, N.B.; McClary Mfg. Co., Ltd.; The McLean Holt Co., Ltd.; Lunenburg Foundry Co., Ltd., Lunenburg, N.S.; Renfrew Machinery Co., Ltd., Sussex, N. B., and Renfrew Ont.; Oxford Foundry & Machinery Co., Oxford, N.S.; Acadia Gas Engines, Ltd., Bridgewater, N.S.; Canadian Fairbanks-Morse Co.; A. R. Williams Machinery Co.; Imperial Oil Ltd.; The Wilson Box Co., Ltd.; T. S. Simms & Co., Ltd.; The Eastern Electric Co.; The Schofield Paper Co.; Bird & Son, Ltd.; Toledo Scale Co.; Murray & Gregory, Ltd.; Haley Bros., Ltd.; The Barrett Co.

Hardware Letter Box

WOOD AND STEEL ROW BOATS

J. E. Meyer, Ayton, Ont.—Kindly let me know where I could procure row boats, also patterns for steel row boats?

Answer.—The following are rowboat makers: The Gidly Boat Co., Ltd., Penetang, Ont.; H. L. Bastien Boat Works, Hamilton, Ont.; Walter Dean Boat Works, Toronto, Ont.; Ditchburn Pleasure Boats, Ltd., Gravenhurst, Ont.; Robertson Bros., Hamilton, Ont.; The J. H. Ross Boat & Canoe Co., Ltd. Orillia, Ont.; W. Watts & Sons, Collingwood, Ont.; The W. H. Mullins Co., 343 Franklin St., Salem, Ohio; all well known makers of steel row and motor boats. Patterns can be secured from The Brooks Boat Mfg. Co., Saginaw, Mich., U.S.A.; H. F. Thompson Boat and Pattern Works, Decorah, Ia.

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SHOPPING AND PICNIC BASKETS

Jas. Simmonds Ltd., Halifax.—Can you inform us of manufacturers of picnic and shopping baskets?

Answer.—Canada Wood Products Co., St. Thomas, Ont.; Erie Basket Co., Ltd., Leamington, Ont.; W. T. Glover Mfg. Co., Ltd., St. Catharines, Ont.; P. Pelossa, Longeuil, P.Q.; Rodney Woodenware Co., Ltd., Rodney, Ont.; F. Bibby & Co., Dundas, Ont.; Walter Woods & Co., Ltd., Hamilton, Ont.

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WEATHER STRIPPING

Jas. Simmonds Ltd., Halifax, N.S.—Would you kindly advise us of the names of manufacturers of weather stripping?

Answer.—Weatherstrip Felt; Best Weather Strip Co., Ltd., Hamilton, Ont.; Hollow and Solid Core; Dunlop Tire & Rubber Co., Ltd., Toronto. Metal: Chambers Metal Weather Strip Co., Ltd., Kingsville, Ont.; Eberhard & Wood Mfg. Co., Toronto, Ont.; Higgin Mfg. Co., Toronto, Ont; The Wm. Pain Co., Ltd., Hamilton, Ont.; Triplex Weather Strip Co., Toronto.; Watson Ltd., Brantford, Ont.; Best Weather Strip Co., Ltd., Hamilton, Ont.

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DELCO ELECTRIC POWER SYSTEM AND LIGHTS

Madole Hardware Co., Napanee, Ont.—Can you advise us who the "Delco Electric Power System and Lights" people are?

Answer. — Delco Electric Devices: The Diamond Electric Co., Binghampton, N.Y.; Delco Ignition Apparatus and Materials, Lighting Outfits, Auto and Gasoline Engine Starters and Igniters, Diamond Electrical Co., Dayton, Ohio; Canadian agents and distributors: Electrical Systems, Ltd., 173 King Street East, Toronto.

RESTAURANT SUPPLIES

W. T. McArthur & Co., Ltd., Vancouver, B.C.—Can you advise us of names of firms manufacturing retinned steel goods and restaurant supplies?

Answer.—The McClary Mfg. Co., London, Ont., etc.

The Thos. Davidson Mfg. Co., Montreal.

John Burns & Co., Ltd., Montreal.

C. Schilling & Sons, Winnipeg.

Geo. Sparrow & Co., Toronto.

The Gurney Foundry Co., Toronto.

The Wrought Iron Range Co., Toronto.

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METAL SPIRAL STAIRCASES

Smith Hardware Co., Cornwall, Ont.—Will you please give us names of firms manufacturing spiral metal steps and staircases as used in factories?

Answer. — Campbell Steel & Iron Works, Ltd., Ottawa, Ont.

Canadian Allis-Chalmers, Ltd., Toronto.

Canadian Ornamental Iron Co., Toronto.

Dennis Iron & Wire Works Co., Ltd., London, Ont.

C. A. Hutchinson, Montreal.

McGregor & McIntyre, Ltd., Toronto.

The G. B. Meadows Co., Ltd., Toronto.

Sarnia Bridge Co., Ltd., Sarnia, Ont.

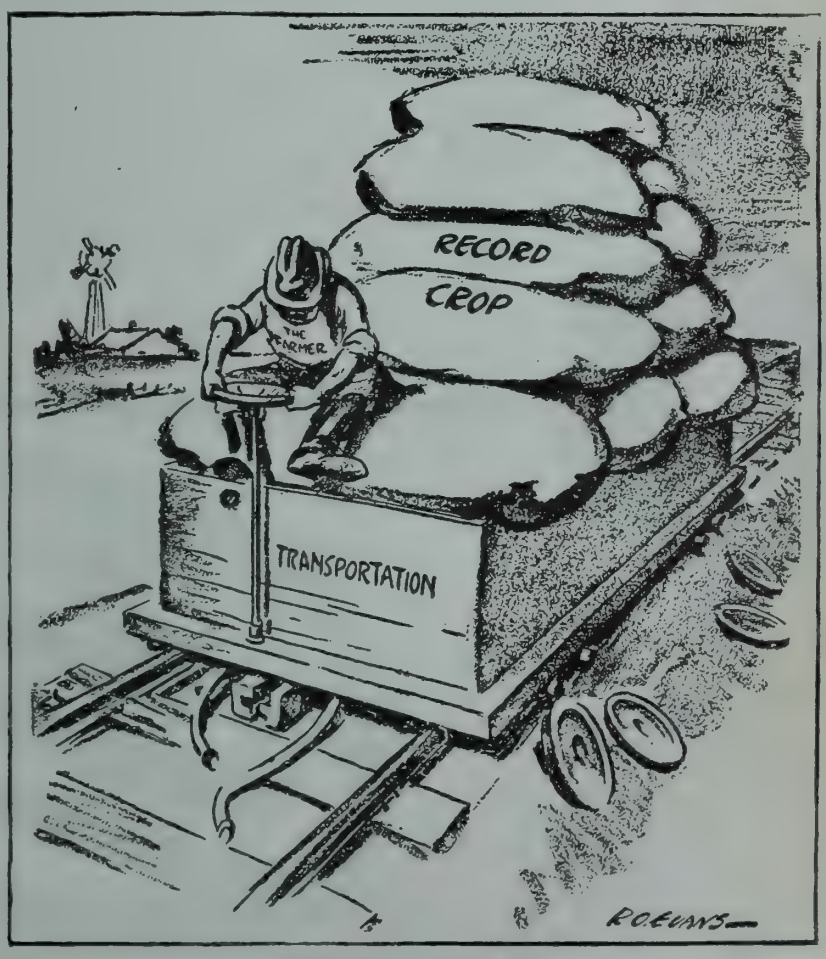
John Watson & Son, of Montreal, Ltd., Montreal.

Ontario Steel Products Co. Has Profitable Year

The Ontario Steel Products Co., with plants at Oshawa, Chatham, and elsewhere, reports profits for the year ended June 30, of $316,000, as compared with $199,000 for the previous 12 months. The company is increasing its capital from $1,500,000 to $2,750,000.

Catalogs and Booklets

The Clover Mfg. Co., Norwalk, Conn., have issued a booklet, "Bulletin No. 80," describing the uses for which the Clover grinding and lapping compound is especially fitted. The booklet is a handy one, not only to mechanics and garage men, but also to all car owners who wish to know something about the cylinders of their cars and the causes of and how to avoid compression leaks. The bulletin contains numerous diagrams and full directions on lapping and assembling piston rings into cylinders, as well as many other hints useful to the man who wants to overhaul an engine.



TO MARKET, TO MARKET—
—Evans in the Baltimore "American."

FYRAC

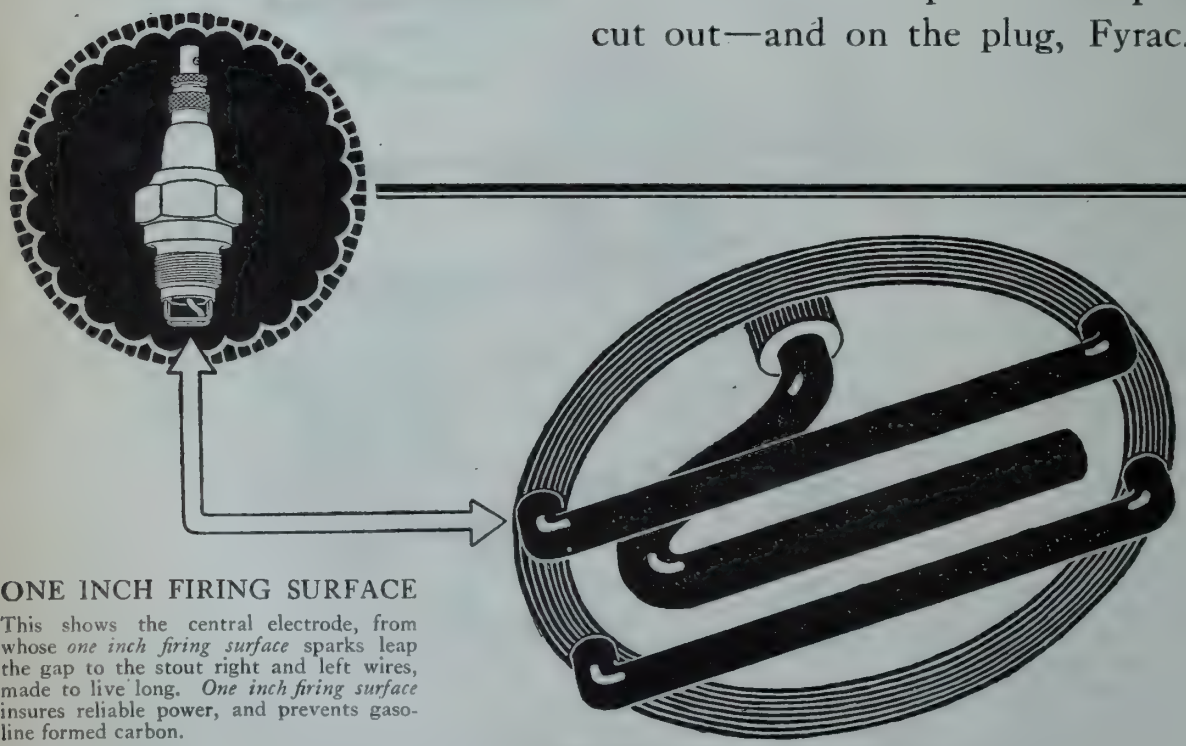
One INCH

Canadian Money at Par

Every motorist knows that phrase—*one inch firing surface*.

Every motorist recognizes at a glance that figure which shows the three stout wires—*one inch firing surface*. He knows they mean a *volley* of sparks—leaping here and there along a *full inch* of wire built to live long. He knows they mean—*Fyrac*.

Let him see *one inch firing surface* in your store—written and pictured on placards and cut out—and on the plug, Fyrac. Like a



ONE INCH FIRING SURFACE

This shows the central electrode, from whose *one inch firing surface* sparks leap the gap to the stout right and left wires, made to live long. *One inch firing surface* insures reliable power, and prevents gasoline formed carbon.

If interested tear out this page and place with letters to be answered.

Spark Plugs

Firing Surface

flash the whole story he knows so well comes back to him—more fire, more action, defense against carbon—continuous, smooth operation.

Fyrac has built its own business, unadvertised; has worked its way in three years to third place, by sheer merit and superiority; sells *faster still today*, because its features have become a byword.

Stock to meet the demand for *one inch firing surface*—Fyrac.

FYRAC MANUFACTURING CO., *Rockford, Ill.*

Canadian Department
Campbell Agencies, 350 McKinnon Building
Toronto, Canada

Export Department, 336 Whitehall Bldg., New York, U. S. A.

If interested tear out this page and place with letters to be answered.

Have Passed Pinnacle of High Premium Prices in Sheets

Less Lemand from Auto Industry for Sheets Diverts Tonnage Into Other Lines—Prices May Moderate After New Year—Better Production Basis with Improvement of Railway Service.

"WE find that the cessation of the urgent demand for sheets for use in the automobile trade is finally allowing the mills to divert tonnage into other lines and we belive the pinnacle of high premium prices is passed," said A. T. Enlow, president of the Dominion Sheet Metal Corporation, Hamilton, Ont., to Hardware and Metal in reviewing the situation regarding sheets. The opinion was further expressed that the market, as represented by the extreme position of the United States Steel Corporation and independent mills, should gradually come to a common point. Such a movement however would require several months to establish as the independent mills act as a unit in protecting unfilled contracts booked at high prices.

Unless unforeseen causes arise, prices are expected to moderate considerably after the new year, according to Mr. Enlow, who stated that his company was now offering a small tonnage for the first time this year, for fourth quarter delivery, at prices much below current independent mill quotations, plus import charges and exchange.

"We will probably be able to get back to a better production basis soon as the railways continue to improve their service," said Mr. Enlow.

Revision of Nail Extras This Week

First Change of Extras Since 1918—Higher Freights on Raw Materials and Coal Partly Responsible—Reflects Recent Action by U.S. Wire Interests.

THE first change of extras on base quotations for nails since October 22, 1918, has been made this week and represents quite an appreciable advance on a number of gauges, ranging from an advance of 5 cents on a previous extra of 10 cents on 3¼-in. to an advance of 50 cents on a previous extra of $1.00 on 1-in. The change is a general revision due to the fact that the previous list of extras was out of proportion, some gauges being quoted higher in proportion than others. Hence the change is not on the same percentage throughout the list.

Higher freight rates on raw materials and also on coal, combined with the continued difficulty in procuring materials is said to be responsible for this movement, though it may also reflect a similar movement made recently in the United States where owing to increased costs of production attendant upon higher freights it is reported the leading wire interests have decided upon an advance of $5 per ton in its extras on nails. Such action is said to be the first semblance of a price change adopted by the Steel Corporation since March 1919.

This advance in Canadian nail extras has been anticipated since conditions have developed in this country similar to those which made such action necessary in the United States, and references to this have been made in previous issues of Hardware and Metal.

New K. & S. Plant in Production This Fall

Toronto.—The new plant of the K. and S. Tire and Rubber Goods, Limited, on Paton Road, is rapidly approaching completion, and is expected to be in full production in November. The costs of the initial installations for production exceeds $480,000, and the plant is said to represent an investment of over $800,000. This provides for an output of 100,000 tons a year, 300,000 tubes and 1,800,000 rubber bottles and syringes. In the main building there are over 76,000 feet of floor space.

Judges Will Need Three Months to Decide Contest

Hundreds of thousands of replies were received in the $10,000 prize contest recently conducted by the manufacturers of the Eveready Daylo, with the result that the contest department in New York was completely snowed under by the avalanche. It will take the judges, it is said, at least three months to study the returns and make their selection of the 104 prize winning answers that will receive awards ranging from $10 to $3,000.

Is Getting Prompt Delivery of British Sheets

The experience of certain Canadian manufacturers in regard to securing delivery of galvanized and other sheets from England during the past summer, as outlined in a recent issue of Hardware and Metal, is not borne out by others in the trade. We are informed by A. C. Leslie & Co., Ltd., Montreal, that this year they have been able to book a considerable quantity of English sheets, particularly galvanized, and up to the end of August, had delivered over 3,000 tons. Before close of navigation another 2,000 tons is expected. While there are certain English lines which are not available to Canadian buyers at the present time, British sheets cannot be included in this category judging from the experience outlined. We are advised that shipments have been very prompt. It is significant of the desire of British firms to maintain their Canadian connection that they are shipping such material to Canada in the face of higher offers from other countries. It is stated that British firms are giving Canada all the tonnage they can spare and at the lowest figure without having buyers here obliged to pay dumping duty.

British Empire Steel Corporation

Montreal.—Advices received from London indicate that final arrangements have been made for the underwriting of the $25,000,000 8 per cent. preference and participating stock of the new British Empire Steel Corporation.

When Col. Grant Morden, M.P., was in Canada, he announced that this issue would represent the investment of the English interests in the company and now that the details of the merger of the numerous concerns involved have been completed it has been possible to go ahead with the financing arrangements.

It is understood that some of the local interests in the British Empire merger will visit London within the next few weeks.

Ingersoll Negotiating for Another Industry

Ingersoll.—As the result of information given out at a meeting, considerable interest is being manifested in negotiations which have been opened for a new industry. Mr. Bournie, industrial commissioner of the C.P.R., and Charles L. Bailey, of Toronto, Canadian manager of the Jessop Steel Company, together with others directly interested in the industry came here and the proposition was thoroughly gone into at a meeting attended by members of the council, leading business men and manufacturers.

Further reductions in export duties announced by the German Government affect bridge parts, iron boilers, buckles, wire springs, wire brushes, lamps, lanterns, padlocks, door lockers, and firearms.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

THE special feature of the week is the new list on wire nails. The prices of "extras" are revised and though some sizes are unchanged there is a considerable advance on others especially in the smaller sizes, but the base price is unchanged. These changes were not unexpected and were forecast by Hardware and Metal two weeks ago, the increased freight rates from U.S. steel mills having affected the price of raw materials.

Bar iron and mild steel have also advanced in price, due, it is stated to freight rates and underproduction. The cessation of the urgent demand for sheets by the auto trade is allowing the mills to direct tonnage into other lines and it is believed that the pinnacle of high premium prices for these goods is now passed and unless unforeseen circumstances should arise prices from now on should moderate on these goods.

Among lines advanced in price are wooden dash churns, washboards, bakeboards and several other lines of woodenware. Electric heaters are costing more, as are curry combs.

Among lines reduced in price are some lines of wrapping twines and garden hose for spring.

Lower prices are quoted on rosin, but turpentine and linseed oil are unchanged. Prices on paint seem likely to remain as they are for the present.

Scarcity continues in pipe and fittings and in galvanized sheets which are in some cases being quoted higher. In ingot metals tin has recovered and lead is a little easier.

Fall goods are selling readily and collections are said to be satisfactory.

MONTREAL MARKETS

MONTREAL, Sept. 16.—Hardware prices are, for the most part, quite firmly held, and there are many changes of an upward nature, new prices being quoted on some important lines. A new list of "extras" on nails has been issued and this means that, while the base on nails is unaltered, the cost of most sizes of nails will be materially greater. Coal oil and gasoline are firm. The rope basis is steady. Twines, due to outside competition, are easier in tone and some are quoted less. Galvanized sheets have arrived in increased quantities but are immediately absorbed and jobbers have advanced prices again, some to the extent of two dollars per cwt. Spring steel is 50 cents higher. Curry combs are now selling at 25 per cent. off the list. Asbestos products are firm and several incline to believe that they will be higher. Stove pipes are higher, 7 inch now being quoted at $28 per 100 lengths. Garden hose for spring delivery will be from 3 per cent. to 5 per cent. less. Polish and polish mops are likely to be higher. Electric heaters are selling well at higher prices. Garden tool discounts have been altered and show an advance. Car movers are higher in price. Lamp burners are ten per cent. higher. Axe handles are firm and scarce and may go up. Cutlery is still firm but more readily available. Flashlights are selling freely. Baseball goods are active and prices firm. Various shovels are firm and scarce. Stoves and ranges are very firm although there has been no general advance here as yet. Chain markets are strong and prices have been withdrawn pending higher quotations.

Gasoline and Coal Oil Firm and Active

Montreal.

GASOLINE, COAL OIL.—Prices have been fully maintained on gasoline and some have expected that these would soon rule higher. The market is firm, and motor grade still sells at 43½ cents, while coal oil is unchanged at 31 cents. It is probable that, with these lines being hauled so far the new freight increases will affect them rather materially, but such change will come a little later.

Old Material Quiet, But Some Movement

Montreal.

OLD MATERIAL.—In a general sense there is very little to report on the market, excepting that auto tires are very low in price, being quoted at 1½ to 2 cents a pound. The movement of scrap steel is somewhat better, a number of manufacturers having opened their plants again. Aside from this the movement is a very limited one and early revival of trade in an extensive way is not anticipated.

Dealer's Buying Prices

Automobile tires	0 01½	0 02
Yellow brass	0 09	0 10
Red brass	0 16	0 17
Light brass	....	0 06½
Scrap zinc	....	0 06¼
Lead, heavy	0 06	0 07
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	14 00
Stove plate, per ton	....	30 00
Heavy melting steel	24 00	25 00
No. 2 busheling	10 00	12 00
Boiler plate	17 00	18 00

Wares Moving Out and Prices Steady

Montreal.

WARES.—Prices, as recently altered, are ruling steadily, and there is a fair movement of lines to the trade. Particularly is this the case with previously-placed orders, and the season is looked

upon favorably. Naturally the higher cost to lay down raw material for subsequent shipments of raw materials to the manufacturer will, in time, have its own effect on prices, and revisions are probable.

Rope Basis Steady, But Twines Easier

Montreal.

ROPE AND CORDAGE.—While there has been little new in the rope market, hard fibres holding steady, the undertone on twines has been much easier and lower prices are obtainable on some lines of twines. This is due more, it is stated, to outside competition with low-priced goods than because of lower prices on the raw material for reliable stock. In general the binder twine season is finished and it has been an active one. Pure manila rope is quoted at 35½ cents basis; New Zealand and beaver manilla at 28 cents, and sisal at 22½ cents per pound.

Two Dollars Per Cwt. Added to Galv. Sheets

Montreal.

SHEETS AND PLATES. — While there has been a decidedly nominal basis on galvanized sheets for a long while, the definiteness of change comes this week in the announcement by jobbing circles that they have added $2 per cwt. to quotations. This is due to the continued scarcity of some gauges. While improvement has been manifest in the receipt of galvanized sheets from the Old Country, orders in hand absorb shipments even before they have arrived. The undertone is consequently bound to continue strong.

BLACK SHEETS—		
10 gauge	....	10 95
12 gauge	....	11 00
14 gauge	....	11 05
16 gauge	....	11 15
18-20 gauge	....	11 20
22-24 gauge	....	11 25
26 gauge	....	11 30
28 gauge	....	11 45
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	15 00
28 gauge	....	14 60
26 gauge	....	13 25
22 to 24 gauge	....	14 05
20 gauge	....	14 05
18 gauge	....	14 05
16 gauge	....	12 75
English Standard—		
28 gauge	13 00	13 50
26 gauge	12 75	13 25
24 gauge	12 15	12 65
22 gauge	11 80	12 30
18 and 20 gauge	11 35	11 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Spring Steel Up 50c; Bar Iron Unchanged

Montreal.

IRON AND STEEL.—There has been one advance in the list this week, that of 50 cents for spring steel, and on which the base is now $6 per cwt. Bar iron and steel, while ruling firm, are quite unchanged, and there is difficulty from time to time in obtaining the necessary sizes. The undertone is steadily firm.

ADVANCE IN COLORS IN OIL

Montreal.—It is announced that colors in oil have advanced from four to fifteen cents per pound. Further particulars will be given.

IRON AND STEEL		
Iron finish machinery steel		$5 05
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		6 00
Sleigh shoe steel		5 50
Tire steel		5 20
Toe calk steel, per 100 lbs.		5 90
Band steel		5 00
Harrow tooth steel		5 15
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Common bar iron, per 100 lbs.		4 65
Refined iron, per 100 lbs.		5 65
Mild steel		5 00

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Curry Combs Up; Now 25% Off List

Montreal.

CURRY COMBS.—Prices have been revised on curry combs, and this means higher prices. The regular list lines are now subject to a 25 per cent. discount.

Asbestos Products Firmer; May Advance

Montreal.

ASBESTOS PRODUCTS.—Prices are very firm on various lines of asbestos products, and while there are no definite price changes at the moment, manufacturers are of the opinion that increases may come. Higher costs of production are said to be the cause, in large measure. of the strengthening of the market.

Stove Pipes $28.00; Will be Very Scarce

Montreal.

STOVE PIPES.—From all sources the same story is told: "Stove pipes will be scarce this fall." Prices have been firming, and the new price now quoted on 7-inch patent pipes of $28.00 per 100 lengths is a new high level. Canada plates are very scarce and this is not likely, say importers, to be soon relieved. Almost any price is likely to prevail if the present stringency continues, which seems likely.

"Spring" Garden Hose Will Cost Little Less

Montreal.

HOSE.—New lists, to be effective September 20, are being compiled at present and will reach the trade in a few days. These call for a slight reduction of from 3 to 5 per cent. on various lawn and other hose, and this will apply to lines customarily booked in the fall for spring shipment.

Nails Costing More Owing New List "Extras"

Montreal.

NAILS.—An advance effective September 10 on the nail list of "extras" follows the forecast made in Hardware and Metal a week or two ago. The whole list has been changed, and this means that, while the base price remains at $6.40 per keg, the price on nearly all sizes will be materially higher. The new extras will be found elsewhere and it would be well for the trade to make careful notation of the new extras for their guidance and protection. Cut nails still sell here at $6.90.

Despite High Prices Shot Guns and Rifles Sell

Montreal.

GUNS, RIFLES.—The movement of shot guns to the retail trade is continuing active, particularly of single barrel design when they can be procured. A number of these lines are selling more freely than usual despite the high prices and the Government tax. With regard to rifles, Hardware and Metal understands that some of the newer designs which are of small calibre are particularly popular this fall, and are selling more freely than at any time during the past few years. Stocks of some of these are limited and are quickly exhausted.

Polish Mops and Polish To Go Up

Montreal.

POLISH MOPS, ETC.—The market is very firm on leading lines of polish mops and there is every evidence that higher prices will prevail in the very near future. It is expected that an advance will be made on these goods within the next few weeks if not sooner.

Pistols Hard to Get and Prices Hold High

Montreal.

PISTOLS.—One popular line of revolvers has been very hard to procure for the past ten to twelve months, and there is still difficulty in obtaining any stocks. Other lines are to be had, however, in intermittent shipments, and jobbers are having difficulty in getting anything like a complete line. Prices are holding very high.

Ammunition Active and Undertone Firm

Montreal.

AMMUNITION.—The movement of loaded shells and sporting ammunition has been very active for some weeks and still continues. One of the greatest difficulties is that of obtaining the necessary supplies from the manufacturers although by shipping frequently the trade appears to be getting fair supplies. Late "repeat" business may find the jobbers unable to meet all requirements. The prices are holding firmly without change.

Electric Heaters Very Active Now

Montreal.

ELECTRIC HEATERS.—The sale of electric heaters is already manifesting itself very actively. Especially in dis-

tricts and towns or cities where electric power is moderate in cost the movement of these seasonable heaters is specially marked and active. Prices have been somewhat higher of late, and one of the popular sellers which formerly retailed at $12 each is now selling at $15. One jobber who handles these only as a side line stated to Hardware and Metal that his firm had sold several hundred already this fall.

New Higher Prices on Garden Tools

Montreal.

GARDEN TOOLS.—While new prices on garden tools for next year are not available at this writing it is expected that there will be an advance. The new quotations on these goods are expected quoted, which is a new high figure.

New High Prices on Car Movers

Montreal.

CAR MOVERS.—There has been a scarcity of car movers for some time but these are again available in fair supply. On Samson line of movers a price of $90 per dozen is now being quoted and which is a new high figure.

Firm Undertone on Clocks; Are Scarce

Montreal.

ALARM CLOCKS.—For a considerable length of time there has been a decided scarcity of alarm clocks. This applies to various makes, and although manufacturers have been working overtime it has been impossible to supply the demand and many lines are still scarce. The undertone is firm.

Ten Per Cent. Added to Lamp Burners

Montreal.

LAMP BURNERS.—An increase of 10 per cent. has been announced for various lamp burners including also lantern burners. The increase is effective at once.

Best Axe Handles Scarce and Firm

Montreal.

HANDLES. — At the present time there is a reported scarcity of axe handles, particularly of best hickory material. There is a growing scarcity of this desired material and it is doubtful if there will be much improvement in the supply during the present fall season. Prices are unchanged but are very firm.

Pocket Knives Coming But High Prices Hold

Montreal.

CUTLERY.—The arrivals of cutlery from the English market in so far as pocket and pen knives are concerned has shown considerable improvement of late. In speaking with a large Canadian jobber who handles considerable quantities he informed Hardware and Metal that greater attention was evidently being paid the Canadian market than for some time past, and a desired and much appreciated improvement was therefore noticeable in connection with these two lines. Prices are naturally holding firm under the high production cost still existing.

Flashlights Active With Prices Firm

Montreal.

FLASHLIGHTS, BATTERIES.—The popularity of the flashlight seems to be even greater than it was and jobbers report an increased business this fall. "Our sales in these lines are away ahead of last year and bigger than ever," said the manager of a sporting goods department of a large jobber to Hardware and Metal. "Deliveries are also very satisfactory and the quality of these goods seems to be even better than it has been in the past." Prices on batteries and cases are firm.

Some Razors Coming But Prices Are High

Montreal.

RAZORS.—Some lines of razors which have been off the market for a number of years, due to the shortage of material and labor, are now coming into the Canadian market. While the quantities are rather limited and prices very high there seems to be enough demand to absorb such as may be procured. There is a noticeable improvement in the available stock of these lines in common with some other lines of cutlery and the trade will welcome the improvement in view of the forthcoming fall and holiday trade.

Better Baseball Goods Meet With Ready Sale

Montreal.

BASEBALL GOODS.—The movement of baseball goods has been very active during the past few weeks and particularly among the "boy" group. It is a noteworthy fact that the better lines are selling, and even with the small boy, he will pick out a better grade of ball and bat than when prices were much lower than they are now. Stocks are fairly well assorted.

Firm Prices Prevail For Crosscut Saws

Montreal.

CROSSCUT SAWS.—There is at the present time an active inquiry for crosscut saws of various makes. These are holding without change but even at higher prices prevailing there is a healthy sale for various grades. Stocks are said to be fairly satisfactory.

Carving Sets Sell at Record Prices

Montreal.

CARVERS.—It is a notable fact that. although the prices at present quoted on various carvers are abnormally higher than they were, buyers are interested more in the better grade than they are in the ordinary. There is a good show for these lines and jobbers are already in receipt of orders from the trade for supplies for the coming fall and holiday trade.

Horse Blanket Trade Begins in Earnest

Montreal.

HORSE BLANKETS.—The fall demand for horse blankets is active and various new lines are being offered the trade which is usual from season to season. Prices are firm and it is expected that a good season will be recorded.

Active Sale Now For Table Cutlery

Montreal.

TABLE CUTLERY.—The movement of various table cutlery is improving as the fall season approaches. An increasing demand is evident for stainless steel table and dessert knives, and in some cases forks of the stainless variety are being introduced. This line bids fair to have a very wide sale during the coming fall, and several choices of patterns are available. Prices have not receded at all and perhaps will not for some time.

Snow Shovels Active; Possibility of Shortage

Montreal.

SNOW SHOVELS.—Jobbers state that there will be a scarcity of steel snow shovels this fall and that late orders will be difficult to fill. This is due to a scarcity of the necessary material of the proper gauge for making these, and the same condition applies concerning furnace scoops. Grain scoops are not too plentiful although there is a fair supply of these in hand.

Pig Lead Easier; Eases Lead Products

Montreal.

LEAD PRODUCTS.—These in general are easier in tone and this is due to a weakening of the basis for pig lead. While no new quotations are at hand on lead sheets or lead pipe these may come later. Bar solders are lower to the extent of 2 cents a pound all around, and wire solders, too, are lower in price. There is a fair demand in limited quantities for these products.

Lead pipe, per 100 lbs.	17 00
Lead waste, per 100 lbs.	18 00
Note.—Lead pipe is subject to a discount of	10%
Lead traps and bends ....List plus	30%
Lead wool, lb.	0 16
Lead sheets, 2½ lbs.	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb	0 13¼
Do., 4 to 8 lbs. sq. ft.	0 13
Cut sheets ¼c lb. extra and cut sheets to size. ¾c lb. extra.	
Solder, guaranteed, lb.	0 35½
Solder, strictly, lb.	0 33½
Solder, commercial	0 31
Solder, wiping, lb.	0 30¾
Solder wire (8 gauge)—	
40-60	0 36¼
45-55	0 38½
50-50	0 41
Zinc sheets, casks	0 16½
Do., broken lots	0 17

Stoves Very Firm; Advances Probable

Montreal.

STOVES AND RANGES.—While the undertone continues very firm on various stoves and ranges as well as heaters there has been no definite advance made to the trade recently. This does not mean that advances will not come and this is probable at any time. The difficulty of getting pig iron and also coke coupled with the advance in transportation costs will all have a bearing on the future trend of the market. There is a good movement at the present time.

Ash Sifters Firm; May Soon be Scarce

Montreal.

ASH SIFTERS.—There is a good demand for various ash sifters and particularly for those lines made of galvanized iron. Material for making them is decidedly scarce and in view of this fact it may be difficult to fill orders promptly in the coming weeks.

Chain Market Strong; Some Prices Withdrawn

Montreal.

CHAIN.—While there has been no definite announcement regarding prices on several lines of chain, including electric weld and various coil chain, prices have been withdrawn on a number of lines and there is a feeling that higher quotations will soon be effective. The undertone is very strong and, in common with many other lines of iron and steel products, an advance on this line would not be surprising.

Little Change Made on Ingot Metals

Montreal.

INGOT METALS.—There has been a rather soft undertone on many lines, though changes are limited. Trading is not very active but there has been some movement of consequence.

TIN.—This has been somewhat unsettled owing to the exchange situation, but prices remain as quoted last week, 54 to 55 cents a pound.

COPPER.—While there was a £1 advance in London this week, this has not been reflected here, and quotations remain unaltered at 23½ cents for casting and 24 cents for electrolytic.

LEAD.—This is somewhat easier and lower, due to the exchange rates in part. Local quotations are ranging this week around 9 cents a pound. It is said that English lead may be bought for less money, duty paid.

ANTIMONY.—This is weaker, and large buyers can obtain concessions. The last-quoted price of 9½ cents still obtains.

SPELTER.—This is steady and unchanged with 10½ cents being quoted.

ALUMINUM.—Somewhat easier, with 36 cents per pound being quoted here on ordinary lots.

TORONTO MARKETS

TORONTO, September 16.—Price changes this week are not so numerous as usual, and if it had not been for the new list of "extras" on nails there would not have been anything of very special interest.

The increase on nail prices was not unexpected, and as announced in Hardware and Metal two weeks ago it was anticipated that they might advance in conformity with the increased prices in the U.S. caused it was said by the higher freight rates.

Bar iron, angles and mild steel are advanced in price, partly due, it is stated, to the higher freight rates and partly to the increased prices caused by the strike in Canadian mills.

Among other lines that have higher prices this week are curry combs, wash-boards and various lines of wooden ware and roofing.

Wrapping twines are slightly lower.

A firm tone is noted on pipe and black and galvanized sheets and plates, and though no change in quotations is reported, these lines are still very scarce, and in many cases premiums have to be paid in order to secure stocks.

In metals tin is up again slightly and lead is a little easier.

Business, though a little quieter, is said to be very fair for the time of the year and bookings are satisfactory.

Collections are reported to be favorable.

Belting in Good Demand; Prices Unchanged

Toronto.

LEATHER BELTING.—The demand for different sizes and grades of leather belting continues good and a shortage of the best stocks used in the manufacture of high grade leather belting is reported and apparently there is little prospect of expecting a fall in prices on this commodity.

Discounts remain as before and will be found on current market quotation pages.

Sash Cord Firm and Unchanged

Toronto.

SASH CORD & CLOTHES LINES.—No change is reported in the prices of sash cord, cotton rope, or cotton clothes lines, which remain firm. While the new crop is practically in, it is too early to judge what the effect will be on future prices.

Conductor Pipe Scarce With Other Gal. Goods

Toronto.

CONDUCTOR PIPE, ETC.—With other products of galvanized sheets such as eavetroughing, etc., conductor pipe is still very scarce and hard to obtain and dealers say they could do more business if they could get materials more readily.

Prices on conductor pipe and eavetrough remain 25 per cent. above list and conductor elbows 50 per cent. on list.

Wash Boards Advanced About 10%

Toronto.

WASHBOARDS.—There has been an advance on some makes of washboards due to the increased cost of raw materials and the following are new prices on these lines: Diamond King (glass), $8.75; Neptune, $6.50; Jubilee, $7.15; Newmarket King, $7.15; Western King, (enamel), $9.50.

Clothes Pins Advanced Approximately 15%

Toronto.

CLOTHES PINS.—There has been an advance of approximately fifteen per cent .on common wooden clothes pins and these are now quoted at $2.10 boxed loose in 5-gross lots or in 4-gross lots boxed four dozen to a carton.

New Prices on Majestic Heaters

Toronto.

ELECTRIC HEATERS.—The Majestic make of electric heater is now costing more and present prices on this make are: 1 burner, $11.50; 2 burner, $17.50; less 27½ per cent. discount.

Aluminum Goods Having Ready Sale

Toronto.

ALUMINUM GOODS.—There has been a good demand for aluminum ware and the coffee percolators especially have been very scarce on the market for some time, and at least 25 per cent. higher in price. The aluminum lines that are usually sold in colored cartons with holly leaf designs for the Xmas trade are arriving earlier than usual this season. Prices on all wares are firm.

Higher Prices on Grindstones

Toronto.

GRINDSTONES.—These goods are selling at higher prices and under forty pound weights are now quoted at $5.50 per 100 pounds, and over 40 pounds at $5 per hundred.

Chain Pot Cleaners Advanced 25%

Toronto.

CHAIN POT CLEANERS.—There has been an advance on chain pot cleaners and these are now selling at 25 per cent. higher.

Automobile Pumps Priced Higher

Toronto.

AUTOMOBILE PUMPS.—There has been an advance of 12½ per cent. on Ideal pumps and 25 per cent. on the three cylinder automobile tire pump.

Bake Boards Show Higher Prices

Toronto.

BAKE BOARDS.—Like other lines manufactured from wood, pastry boards with the rim round them are showing the effect of the higher cost of lumber and have been advanced about 30 per cent.

Higher Prices on Curry Combs

Toronto.

CURRY COMBS.—These lines have been advanced approximately 10 per cent. and new prices are given on the following numbers: No. 111, $2 per doz.; No. 121, $2.20; No. 127, $2.90.

Twenty Per Cent. Advance on Cattle Combs

Toronto.

CATTLE COMBS.—An advance of approximately 20 per cent. has been made on cattle combs and they are now selling as follows: No. 98, $2.60 per doz.; No. 100, $3.70.

Samson Roofing Slightly Higher

Toronto.

ROOFING.—Following the recent advance on roofings due to higher cost of raw material, there has been an advance of about 7½ per cent. on Samson roofing which is now quoted as follows: 1-ply roll, $3 per square; 2-ply, $3.50; 3-ply, $4.10.

Black and Galvanized Sheets Hard to Procure

Toronto.

BLACK GALVANIZED SHEETS.—Sheets and plates are said to be as firm as ever, and jobbers are finding it extremely difficult to replenish stocks except at extra premiums. The shortage of plates has not lessened at all, but some jobbers are of opinion that it is largely on account of transportation difficulties as there are said to be fairly good stocks piling up at the mills which they cannot get cars to ship in. Prices are nominal, and below are the ordinary quotations:

BLACK SHEETS

14 gauge	....	$8 95
16 gauge	....	9 00
18-20 gauge	....	9 45
22-24 gauge	....	9 50
26 gauge	....	9 55
28 gauge	....	9 65
3-16 inch plate	....	9 75
¼-inch boiler plate	....	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	$12 00	$12 50	$12 00	$13 25
U.S. 28	11 45	12 70	11 45	12 85
U.S. 26	11 15	12 40	11 15	12 55
22 and 24	11 00	12 25	11 00	12 40
18 and 20	10 70	11 95	10 70	12 10
16	10 70	11 95	10 70	12 10
12 and 14	10 55	11 20	10 55	11 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Cocoa Door Mats in Demand; Prices Higher

Toronto.

COCOA DOOR MATS.—There is a good demand for cocoa door mats. These goods are considerably higher in price than formerly.

Wrapping Twines Down Five Cents

Toronto.

WRAPPING TWINES.—A slight decline in wrapping twines is noted, and these are now quoted at 5 cents per pound less than the previous price.

Cotton Waste Unchanged; Prices Remain Firm

Toronto.

COTTON WASTE.—There has been no change in prices, which remain firm, and dealers in these products say they do not yet know how prices are likely to be affected. The present demand is fair and prices are as following quotations:

WASTE

Cream, Polishing	....	0 28
WHITE		
XXX	....	0 23
XX	....	0 21½
X	....	0 20
Japanese	....	0 17
XXX	....	0 24
XX, grad.	....	0 22½
XLCR	....	0 21
X Empire	....	0 19½
X Press	....	0 17½
X Special	....	0 15½
XC	....	0 18½
COLORED		
No. 1	....	0 18
No. 7	....	0 16
No. 1A	....	0 14½
No. 1B	....	0 12½
Fancy	....	0 19
Lion	....	0 17
Standard	....	0 15
Popular	....	0 13
Keen	....	0 11

Above lines subject to trade discount for quantity.

Slight Advances in Mild Steel and Bar Iron

Toronto.

IRON AND STEEL.—On account of the strikes in the mills east of Toronto and the fact that the mills that are running are charging more for their products there has been in some cases an advance on bars, angles and sheets of twenty-five cents per hundred pounds.

A good many lines and sizes were short previously and the strike will not make matters any easier, and should it be prolonged a very decided shortage in these lines will likely be the result.

The increased freight rates are said to affect prices to the extent of about ten to fifteen cents per hundred pounds, and taking this into consideration together with the high prices asked by the mills it had been expected that an increase of at least fifty cents per hundred pounds might have been looked for.

Some jobbers are of the opinion that further advances are likely when the full effect of the increased freight rates is felt. They think that the Steel Corporation are almost sure to revise their prices before long owing to the higher cost on coal and coke. Latest quotations are as follows:

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 6 25
Common bar steel, ¼ in. and heavier	5 75
Common bar iron, 3-16 in. and lighter	6 25
Common bar iron, ¼ in. and heavier	5 75
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 00
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

Compression Bibbs and Valves Unchanged; Firm

Toronto.

VALVES AND BIBBS.—There is no change in brass goods and compression bibbs and valves are holding firm. Jobbers report a fair amount of business for the season of the year, and stocks at present are not reported short. Prices on better known lines are as follows:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Bath cocks, Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	list plus 20%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Compression	16%
Quick opening	28%

Stoves and Ranges Firm; Demand Good

Toronto.

STOVES AND RANGES.—The demand is continuing good for these lines, and dealers are finding it difficult in many cases, it is said, to get deliveries. Good business was reported from those firms having exhibits at the Fair. Scarcity of material and delay in transportion is said to be hampering production, and many manufacturers stated that the demand is larger than the output.

NEW LIST OF EXTRAS ON WIRE NAILS

Effective September 10, 1920

STANDARD WIRE NAILS IN KEGS — **LIST OF EXTRAS OVER BASE**

Size	2-D	3-D	3-D	4-D	5-D	6-D	7-D	8-D	9-D	10-D	12-D	16-D	20-D	30-D	40-D	50-D	60-D
Length in inches.	1	1⅛	1¼	1½	1¾	2	2¼	2½	2¾	3	3¼	3½	4	4½	5	5½	6
COMMON—																	
Standard gauge.	15	15	14	13	12	12	11	10	10	9	9	7	6	5	4	3	2
Extra over base.	1.50	1.40	1.15	.80	.75	.60	.55	.30	.30	.20	.15	.10	.05	.05	Base	Base	Base
MOULDING—																	
Standard gauge.	16	16	15	14	13	12	12	11	11	10	9	8	7				
Extra over base.	1.75	1.65	1.40	1.05	1.00	.85	.80	.55	.55	.45	.40	.35	.30	....	....	....	....
FINISHING—																	
Standard gauge.	17	17	16	15	14	13	13	12	12	11	11	10	9				
Extra over base.	2.00	2.00	1.65	1.30	1.25	1.10	1.05	.80	.80	.70	.65	.60	.55	....	....	....	....
CASING—																	
Standard gauge.	17	17	16	15	14	13	13	12	12	11	11	10	9				
Extra over base.	2.00	2.00	1.65	1.30	1.25	1.10	1.05	.80	.80	.70	.65	.60	.55	....	....	....	....
FLOORING—																	
Standard gauge.						11	11	10	10	9	9	8	7				
Extra over base.	....	....	....	....	....	.85	.80	.55	.55	.45	.40	.35	.30	....	....	....	....
CLINCH—																	
Standard gauge.	14		14	13	13	12	12	11	10	9							
Extra over base.	1.75	....	1.40	1.15	1.15	1.05	1.05	.90	.90	.85	....	....	....	....	....	....	....
BOX—																	
Standard gauge.	16	16	15	14	14	13	13	12	11	11		10	9	9	8	6	4
Extra over base.	1.75	1.60	1.40	1.05	1.00	.85	.80	.55	.55	.45	....	.35	.30	.30	.25	.25	.25
LIGHT CAR—																	
Standard gauge.				12	10	10	9	9	8	8	7	7	[illegible]	6	5	4	4
Extra over base.	....	....	....	.95	.75	.70	.60	.50	.50	.45	.40	.35	.05	.30	.25	.25	.25
HEAVY CAR—																	
Standard gauge.				10	9	9	8	8	7	7	6	[illegible]	5	5	4	3	3
Extra over base.	....	....	....	.80	.70	.65	.60	.50	.50	.45	.35	.35	.30	.05	Base	Base	.25
SIDING OR CLAPBOARD—																	
Standard gauge.					12	12	12	11									
Extra over base.	....	....	....	....	1.00	.85	.80	.55	....	....	....	....	....	....	....	....	....
COMMON SPIKES, Flat Head, Diamond Pt. (Lengths 7 to 12", see note below.)																	
Standard gauge.													3	3	2	[illegible]	1
Extra over base.	....	....	....	....	....	....	....	....	....	....	....	....	.20	.20	.15	.15	.15
HINGE NAILS, Diamond Pt. and Cs. Head.																	
Standard gauge.				6		3, 4 or 6		3, 4 or 6		3 or 4	3 or 4	3 or 4	3 or 4				
Extra over base.	....	....	....	1.40	....	1.30	....	1.15	....	1.10	1.10	1.10	1.05	....	....	....	....
BARREL or BROOM—																	
Standard gauge.	14	14	14	13		(For other sizes, see List of Specials.)											
Extra over base.	1.75	1.65	1.40	1.05	....	....	....	....	....	....	....	....	....	....	....	....	....
SLATING—																	
Standard gauge.	12	12	11	11	10	10											
Extra over base.	1.45	1.35	1.20	1.10	1.00	.90	....	....	....	....	....	....	....	....	....	....	....
ROOFING—																	
Standard gauge.	12	12	11	11	10	10				(For other sizes, see List of Specials.)							
Extra over base.	1.20	1.10	.95	.80	.75	.65	....	....	....	....	....	....	....	....	....	....	....
SASH PINS—																	
Standard gauge.	8	8	8	8						(For other sizes, see List of Specials.)							
Extra over base.	2.00	2.00	1.75	1.50	....	....	....	....	....	....	....	....	....	....	....	....	....

Common Wire Nails or Spikes

7 x 1 ....
8 x 0 ....
9 x 0 ....
10 x 00 ....
12 x 00 ....
} 25c. per 100 lbs. over base.

Eavetrough Spikes

5 inch and longer x 3, 4 and 5 gauge—over same length common wire nails .... } Flat head, 50c. per 100 lbs. Oval or round head. 75c per 100 lbs.

Pennyweight sizes are shown for references only. All orders will be entered and invoiced in **inches.**

EXTRAS FOR SPECIAL WIRE NAILS AND SPECIAL GAUGES

(Not on Standard List.)

Special Wire Nails
Extras over Base.

Barrel or Broom Nails

¾ x 15 .... $2 50
⅞ x 14 .... 2 25
1⅜ x 13 .... 1 25

Roofing Nails

¾ x 13 .... $1.55
⅞ x 12 .... 1 30
1⅜ x 11 .... 0 90

Lath and Fine Nails

1 x 16 .... $1 75
1 x 17 .... 2 25
1⅛ x 16 .... 1 60
1⅛ x 17 .... 2 10

Shingle Nails

1¼ x 13 .... $1 40
1¼ x 14 .... 1 15
1½ x 12 .... 1 05
1¾ x 12 .... 0 75
2 x 12 .... 0 60

Berry Box Nails

¾ x 16 .... $2 15
¾ x 17 .... 2 45
⅞ x 16 .... 2 00
⅞ x 17 .... 2 30
1 x 16 .... 1 90
1 x 17 .... 2 40
1⅛ x 16 .... 1 75
1⅛ x 17 .... 2 25
1¼ x 16 .... 1 75
1¼ x 17 .... 2 05

Sash or Dowel Pins

¾ x 8 .... $2 50
⅞ x 8 .... 2 25
1⅜ x 8 .... 1 75

Special Gauge Wire Nails

Additional extras applying to F.H. Common wire nails only, in quantities of not less than 100 lbs. To be added to extras shown for Standard wire nails of the same length.

1 & 1⅛ x 12—13—14
1¼ x 11—12—13
1½ x 11—12—14
1¾ x 10—11—13—14
2 x 10—11—13
2¼ x 9—10—12—13
2½ x 8—9—11—12
2¾ x 8—9—11
3 x 6—7—8—10—11
3½ x 5—6—8—9—10
4 x 4—5—7—8—9
4½ x 4—6—7—8—9
5 x 3—5—6—7—8
5½ x 4—6
6 x 3—4
} 25c per 100 lbs. over same length standard.

1¾ x 15—2 x 14
2½ x 15—2¾ x 12
} 75c per 100 lbs. over same length standard.

(Quantities less than 100 lbs. charged on Miscellaneous List.)

Other Extras Net

Barbing .... 0 25 per 100 lbs.
Annealing .... 0 25 "
Special Heads .... 0 25 "
Special Points .... 0 25 per 100 lbs.
Blued or Coated .... 0 50 "
Packing in 25 and 50 lb. boxes.................. 1 00 "

Extras for Galvanized, Tinned, Coppered and Brass Plated Nails—Quoted upon application.

Note.—All extras are per 100 lbs. over base. Base price on application.

All other sizes and gauges charged on Miscellaneous List.

MISCELLANEOUS WIRE NAILS LIST Applying to All Nails Not Shown Elsewhere. **PRICE PER POUND.**

Length in inches	¼	⅜	½	⅝	¾	⅞	1	1⅛	1¼ & 1⅜	1½	1¾	2 & 2¼	2½ & 2¾	3 & 3¼	3½ & 4
Gauge 3	Figures shown in heavy type indicate best selling sizes.														$0.25
4	Nails heavier than listed at special net prices according to quantity.													$0.25	.25
5	Nails half gauge take list price of same length in next finer gauge.											$0.27	$0.26	.25	.25
6	....	....	....	....	....	....	....	....	....	$0.29	$0.28	.27	.26	.25	.25
7	....	....	....	....	....	....	....	....	$0.29	.29	.28	.27	.26	.25	.25
8	....	....	....	....	....	....	.30	$0.30	.29	.29	.28	.27	.26	.25	.25
9	....	....	....	....	....	$0 33	.30	.30	.29	.29	.28	.27	.26	.25	.25
10	....	....	....	....	$0.36	.33	.30	.30	.29	.29	.28	.27	.26	.25	.25
11	....	....	....	....	.36	.33	.30	.30	.29	.29	.28	.28	.27	.26	.26
12	....	....	....	....	.36	.33	.30	.30	.29	.29	.28	.28	.27	.27	....
13	....	....	....	....	.38	.34	.31	.31	.30	.29	.28	.28	.28	....	....
14	....	....	....	$0.43	.38	.35	.32	.32	.31	.30	**.29**	.29	....	....	....
15	....	...	....	.45	.42	.36	.33	.32	.32	.31	.30	....	....	....	....
16	....	....	$0.55	.50	.43	.39	.36	.35	.34	.33	....	....	....	....	....
17	....	....	.60	.52	.46	.43	.40	.40	.39	....	....	....	....	....	....
18	....	$0.80	.65	.58	.52	.45	.43	.43	....	....	....	....	....	....	....
19	$1.00	.90	.75	.65	.60	....	....	....	....	....	....	....	....	....	....
20	1.25	1.00	.85	.75	.70	....	....	....	....	....	....	....	....	....	....
21	1.55	1.25	....	....	....	....	....	....	....	....	....	....	....	....	....

Other Extras Net

Discounts on application.

Barbing	$0.25 per 100 lbs.	Headless	$0.50 per 100 lbs.
Annealing	0.25 "	Blued or Coated	0.50 "
Special Heads	0.25 "	Packing in 25 and 50-lb. boxes	1.00 "
Special Points	0.25 "	Packing in 1-lb. papers	2 00 "

Note.—An additional net extra of $2.00 per 100 lbs.. will be charged on all nails on Miscellaneous List, when ordered **in lots of less than 100 lbs.** of one size; such orders will be subject to mill acceptance.

Extras for Galvanized, Tinned, Coppered or Brass Plated Nails quoted on application.

Good Call For All Kinds of Asbestos Products

Toronto.

ASBESTOS PRODUCTS.—There is said to be a good demand for all kinds of asbestos products, including pipe coverings and asbestos cement and furnace coverings. Prices are very firm and the market is rising. It is said that the higher freight rates are bound to have the effect of causing an advance in prices, especially in the case of heavier lines such as asbestos cements. No particular shortage is said to exist in these goods.

Plumbers' Oakum Unchanged But Firm

Toronto.

PLUMBERS' OAKUM.— There has been no change in the price of plumbers' oakum and quotations remain about $9.50 per 100 pounds. Demand is steady.

Prices on Pipe Firm; Shortage Continues

Toronto.

STANDARD PIPE.—There is said to be no improvement noted in wrought iron or steel pipe, and there is a continued shortage in many sizes. Supplies are smaller than the demand and many mills are said to be still closed on account of scarcity of skelp and supplies. No change of price has been recorded though it is said that increased freight rates may possibly lead to further adjustments. Quotations are as per list No. 46, which is given below:

Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
⅛	$ 6 50	$ 8 50	$.....	$.....
¼	5 31	7 41	5 91	8 01
⅜	5 31	7 41	5 91	8 01
½	7 10	8 63	7 95	9 48
¾	8 80	10 87	9 95	12 02
1	13 01	16 07	14 71	17 77
1¼	17 60	21 74	19 90	24 04
1½	21 04	25 99	23 79	28 74
2	28 81	34 97	32 01	38 67
2½	44 73	55 28	....	....
3	58 52	72 29	....	....
3½	74 06	90 62	....	....
4	87 75	107 37	....	....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
2	$32 01	$ 38 67	$35 71	$42 37
2½	48 26	58 79	54 11	64 64
3	63 11	76 88	70 76	84 53
3½	75 90	92 46	85 10	101 66
4	89 93	107 55	100 83	120 45
4½	1 05	1 29	1 30	1 54
5	1 22	1 50	1 52	1 80
6	1 58	1 95	1 97	2 33
7	2 06	2 53	2 53	3 01
8L	2 16	2 66	2 66	3 16
8	2 49	3 07	3 07	3 64
9	2 98	3 67	3 67	4 36
10L	2 77	3 41	3 41	4 05
10	3 56	4 39	4 39	5 21

Pipe Fittings Are Scarcer, But Unchanged

Toronto.

FITTINGS.—Prices on pipe fittings are steady and unchanged. Stocks are short and deliveries none too easy to obtain, especially in malleables, and if any change in price occurs, it will hardly be in a downward direction. Quotations are:

PIPE FITTINGS

Cast iron fittings	Plus 10%
Plugs	7½%
Bushings	10%
Unions, ¼-in. to 2½-in.	30%
Do., ⅛-in. to 3-in. and larger	25%
Dart unions, ¼-in. to 2-in.	Plus 50%
Do., 2½-in. and larger	8%
Nipples, up to 4-in.	60%
Do., 4½-in. and larger	50%
Do., running thread, 4-in. and under	30%
Couplings, 4-in. and under	30%
Couplings, 4½" and larger	Net list

MALLEABLE FITTINGS

Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

Supply of Range Boilers Less Than Demand

Toronto.

RANGE BOILERS.—The demand for these has been steady, and difficulty is being experienced in filling orders as stocks are being depleted and material is scarce. Prices are as yet unchanged but it is doubtful how long they will remain so as raw materials are so much higher in price and very scarce.

Range Boilers—	Standard	Ex.Heavy
30-gallon	$15 00	$18 00
35-gallon	18 00	21 00
40-gallon	20 00	23 00
52-gallon	25 00	29 00
66-gallon	35 00	40 00
82-gallon	42 00	48 00
100-gallon	55 00	65 00
120-gallon	70 00	80 00

Prices Firm on Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—There has been a difficulty in obtaining supplies of galvanized sheets, and naturally corrugated sheets are correspondingly scarce. The situation is not improving to any appreciable extent, and prices are firm and higher prices than the regular quotations are often paid to secure delivery. Latest prices are given below:

Corrugated Sheets—		Per 100 Sq. Ft.
No. 28 gauge	....	12 00
No. 26 gauge	....	12 75
No. 24 gauge	....	18 75
No. 22 gauge	....	22 25
No. 20 gauge	....	26 50
No. 18 gauge	....	32 75

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

New "Extras" List on Wire Nails

Toronto.

WIRE NAILS.—A new list is out on wire nail extras, and the increases are much larger in the smaller sizes which have been especially short for some time, for instance, 2½ inch common, which were 15 cents above base, are now 30 cents, and 1¼ inch, which were previously 65 cents, are now advanced to $1.15 above base. The miscellaneous list has also been changed. The increases are following the increases in the steel trades prices for raw materials. See list pages 58 and 59.

Little Change in Lead and Zinc Products

Toronto.

LEAD AND ZINC PRODUCTS.—Not very much change has taken place in these lines, but slightly easier prices are recorded in solder, but prices vary in different quarters on this commodity. Bar lead is said to be slightly easier, but no change in prices of pipe or traps is recorded.

Quotations on principal lines are:

Lead pipe, list, per lb.	0 17
Do., over 8 in., list, per lb.	0 19
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb extra.	
Solder, wire, lb.	0 43
Solder, strictly, lb.	0 35
Solder, commercial, lb.	0 31
Solder, guaranteed, lb.	0 37
Solder, wiping, lb.	0 33
Lead waste pipe, list, per lb.	0 18
Zinc sheets, per lb.	0 19

Waste Materials Unchanged and Quiet

Toronto.

WASTE MATERIALS. — No change in prices is reported in waste trade circles and business in most lines has kept quiet.

There will be an added expense in getting materials to market on account of higher freight rates but to what extent it will influence market prices is not known at present.

WASTE MATERIAL	
No. 2 busheling	$13 00
Stove plate, pe rton	32 00
Yellow brass	0 10
Red brass	0 15¾
No. 1 machinery cast	33 00
Heavy melting steel	15 00
Heavy copper	0 17
Scrap zinc	0 06
Light brass	0 08
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Heavy lead pipe	0 05¾
Tea lead	0 03
Automobile tires	0 02½

Ingot Metals Quiet and Inclined to be Firmer

Toronto.

INGOT METALS.—Little change is reported in ingot metals this week. Prices are inclined to be firmer. Tin recovered somewhat while lead was a trifle easier. The demand is said to have been lighter.

TIN.—This metal is reported stronger and quotations ranged from 55 to 57 cents per pound.

LEAD.—The price of lead is a little lower on this week's market and it is being quoted at $9.75.

COPPER.—Copper is reported to be strong in primary markets. Local quotations are costings 24 cents per pound.

ANTIMONY. — Not much demand is being observed and prices range from 10 to 14 cents according to brand.

SPELTER. — This is reported as being quiet and price is still round 10 3-4 cents per pound.

ALUMINUM. — No change in aluminum prices are reported and stocks are said to be fairly large. Quotations are from 37 to 39 cents per pound.

LONDON MARKETS

LONDON, September 16.—Prices are very firm and many new higher prices are expected on account of new freight rates. A new price list is out on wire nail extras.

Higher prices are effective on wood and glass dash churns and also on food choppers and slotted rivets.

A decided shortage is still keenly felt on fence wire, wire nails, roofing nails, roofings, roofing shingles, pliers and many other good selling lines.

Merchants in London and surrounding districts all report a good amount of business. A steady demand for seasonable lines continues.

The Western Fair is in full swing and many hardware merchants are visiting here this week. Several London firms have very attractive exhibits of stoves, hardware, paints, etc., at the Fair.

Collections continue good.

Linseed Oil; Good Demand and Unchanged

London, Ont.

LINSEED OIL.—No changes are reported this week in the prices of linseed oil and the demand is said to be good for the season.

It is quoted as follows:

	Raw	Boiled
1 to 2 barrels, gal.	1 80	1 83
3 to 5 barrels, gal.	1 79	1 82
6 to 9 barrels, gal.	1 77	1 80

Less barrels add 15c per gal.

Turpentine Steadier; No Change in Price

London, Ont.

TURPENTINE.—The sales for this commodity have been steady, and no change has taken place in prices which are the same as last week, namely:

1 bbl. lots, $2.50 imp. gal.; 2 to 4 bbl. lots, $2.49 imp. gal.; 5 gal. lots, $2.65 imp. gal.

Wire Nails Cost More; New "Extras" List Out

London, Ont.

WIRE NAILS.—The base price of these is unchanged, but a big advance in extras has taken place. This practically affects all nails and the smaller sizes even more than the larger. The demand continues good for nails, but the shortage also continues. The new list will be found printed in another column. The base price for wire nails is still $6.25, and for cut $7.50 a keg.

Flashlights Having Good Sale; Quoted 33 1-3% Off

London, Ont.

FLASHLIGHTS—At the present time there is a good demand for flashlights and batteries for the same. This is usually a good period of the year for these lines, and the Ever-ready Daylo line is being sold at 33 1-3 per cent. off list.

Demand For Weatherstrip Is on; New Quotations

London, Ont.

WEATHER STRIP.—The cooler days will be with us soon and dealers are preparing for the call for this article. It is moving out fairly well and is being quoted as under.

Wood and Felt—No. 60, 5c ft.; No. 61, 5c; No. 61½, 7c; No. 62, 8c; No. 64, 10c. Less 55/5%.

New Prices on Gem and Universal Choppers

London, Ont.

FOOD CHOPPERS.—The sale for these lines is very good and they are priced considerably above last year's figures.

Quotations on Gem and Universal makes are given:

Gem—	
No. 20, per doz.	28 00
No. 22, per doz.	34 00
No. 24, per doz.	45 00
Universal—	
No. 0, per doz.	30 00
No. 1, per doz.	36 00
No. 2, per doz.	42 00
No. 3, per doz.	58 00

Higher Quotations on Dazey Butter Churns

London, Ont.

DAZEY GLASS CHURNS. — The Dazey glass jar butter churns which have been a very popular seller the last season are now quoted higher. The new prices are as follows: No. 30, $24.00 doz.; No. 40, $30.00 doz.

Wood Dash Churns Advanced in Price

London, Ont.

WOOD DASH CHURNS.—The prevailing high price on lumber has affected these lines along with other woodenware and they now sell for the following prices: 5 gal., $29.50 doz.; 7 gal., $31.00 doz.; 10 gal., $35.00 doz.

Coaster Wagons Sell Well; Latest Quotations

London, Ont.

COASTER WAGONS.—Despite the fact that the season is well advanced the demand for these articles is well maintained and they are meeting with a good sale. The price is list less 35 per cent.

Higher Prices on Slotted Rivets

London, Ont.

SLOTTED RIVETS.—Slotted coppered clinch rivets assorted mixed sizes in paper packages are now quoted higher

and the selling price No. 9, one dozen packages to a carton, is now $1.90.

Rifles and Shot Guns Moving Out For Fall

London, Ont.

RIFLES AND SHOT GUNS.—Fire arms of the well known makes and the popular calibres are having a good sale, although they will cost the user considerably more than last season with the increased costs and the government tax added.

Net prices on the better known lines and calibres are given below.

	Each
Stevens—	
Little Scout	$8 60
Crack Shot	10 50
Marksman	13 00
Favorite	15 70
No. 70, Repeater	25 50
Winchester—	
Model 1902, 22 cal.	15 38
Model 1904, 22 cal.	18 45
Model 1906, 22 cal.	42.03
Model 1890, 22 cal.	46 13
Model 1892, 32 rd. bbl.	52 28
Model 1892, 38 rd. bbl.	52 28
Model 1892, 44 oct. bbl.	56 38
Model 1892, 25/20 oct. bbl.	56 38
Model 1894, 32/40 rd. bbl.	49 20
Model 1894, 38/55 oct. bbl.	51 25
Model 1894, 32 Spec. rd. bbl.	56 38
Model 1894, 30 WCF oct, bbl.	60 48
Winchester Shot Gun—	
Model 1897, take down	75 85
Model 1912, take down	86 10

Mops and Polishes May Be Higher

London, Ont.

O'CEDAR MOPS AND OILS.—There is a very good sale at present for this line of mops and polishes. The present prices are those that have been prevailing for some time and are as follows:

Mops with handle—No. 1, $14.70 doz.; No. 3, $14.70; No. 5, $14.70; No. 14, $14.70.

Polishes—4 oz., $2.10 doz.; 12 oz., $4.20; quarts, $10.50; ½ gal., $16.80; 1 gals., $25.20

WINNIPEG MARKETS

WINNIPEG, Sept. 16.—Higher prices are noted on several lines of hardware this past week, mainly on iron and steel goods and other advances are expected in the course of a week or ten days on account of the increased freight rates. Box stoves are marked up higher. Among other lines advanced are "Rubberset" paint and varnish brushes, steel oilers, railroad milk cans, pump oil cans, floor brushes, butter ladles and rolling pins. Drive well shoes, combination pliers, goggles, pipe vises; and some lines of files are also advanced in price.

Stove pipe is seriously short and has advanced considerably. The market in general has been very quiet the past few days. There is still a great shortage of many staple lines of hardware and it has reached such a stage that the amount of business being done is not at all what it could and should be. The shortage of steel and iron is at the present time a very great drawback to the trade. The supply of wire nails, especially the smaller sizes, is very bad and they are scarce and hard to get.

Higher Prices on "Rubberset" Brushes

Winnipeg.

RUBBERSET PAINT AND VARNISH BRUSHES.—There is an advance of nearly fifty per cent on these lines. This is said to be accounted for by the high prices paid for the raw material coupled with the high cost of manufacturing.

Following are the new prices on the principal lines:

Rubberset Paint Brushes—20 x 2½, per dozen, $4.40; 3, $5.65; 3½, $7.55; 4, $9.45; 5, $12.15; 39 x 3, $8.50; 3½, $11.35; 4, $15.75; 46 x 3, $12.15; 3½, $18.30; 4, $24.75; 35 x 60, $21.50; 70, $34; 80, $45.25.

Rubberset Varnish Brushes—100 x 1, per dozen, $2.50; 1½, $3.15; 2, $4.15; 2½, $6; 3, $6.95. 184XXX—1½, per doz., $7.25; 2, $10.90; 2½, $17.05; 3, $22.70.

Steel Oilers Advanced in Price

Winnipeg.

STEEL OILERS.—Higher prices are quoted on steel oilers, and said to be due to the increased price of raw materials.

Below are the latest quotations:

No. 13, $3.20 per dozen; No. 13A, $3.40; No. 14, $3.75; No. 14AA, $4.70; No. 1150, $3.80; No. 1120, $4.70.

Fifteen Per Cent. More on Railroad Milk Cans

Winnipeg.

RAILROAD MILK CANS.—All milk cans moved to higher figures this week and the increase is about fifteen per cent.

Prices are as follows:

No. 015 x 8, list $5 each; 10, $5.25.

No. 150 x 4, list $4.25 each; 5, $4.50; 6, $4.75; 8, $5; 10, $5.25.

No. 250 x 4, list $4.35 each; 6, $4.75; 8, $5; 10, $5.25.

Advance 50 per cent. on list.

Butter Ladles Show Big Increase

Winnipeg.

BUTTER LADLES.—A sharp advance of practically fifty per cent. has taken place on wooden butter ladles, due to the present price of lumber and the Eclipse line now sells for $1.50 per doz.

Wooden Rolling Pins Advance in Price

Winnipeg.

ROLLING PINS.—Following the advances made on almost all woodenware, rolling pins are now selling at $3.60 per doz. in the number 2, an increase of 60 cents per dozen.

Pump Oil Cans Are Marked Higher

Winnipeg.

PUMP OIL CANS.—Following the advance in all sheet iron wares pump oil cans have been marked up and are now about fifteen per cent. higher, being quoted as follows: Daisy, per dozen, $16.30.

New Price on Comfort Gasoline Irons

Winnipeg.

GASOLINE IRONS.—Another of the commodities manufactured from steel has been revised upwards, and is now about fifteen per cent. higher. New prices on the Comfort gasoline iron are $6.00.

Five Per Cent. Advance on Floor Brushes

Winnipeg.

FLOOR BRUSHES.—The manufacturers have advanced the price of floor brushes about five per cent., due to the higher cost of raw materials. Prices are as follows:

Onyx—No. 73 x 12, per dozen, $20; 14, $23; 16, $25; 18, $28.50.

Revision in Price of Drive Well Shoes

Winnipeg.

DRIVE WELL SHOES.—These have been revised in price and are now sold subject to 25 per cent. discount off list, making an advance of about twenty per cent.

Below is list of prices on these articles.

For Iron Pipe—3 in., list $8 each; 3½ in., $8.50; 4 in., $9; 4½ in., $9.50; 5 in., $11.50; 6 in., $12.50.

Less 25 per cent.

For Well Casing—4¼ in., list $9.25 each; 5 in., $11.50; 5⅝ in., $12; 6¼ in., $13.

Less 25 per cent.

Fifteen Per Cent. Advance on Common Goggles

Winnipeg.

COMMON GOGGLES.—These articles have been advanced about fifteen per cent. and are now being quoted at $3.50 per doz., No. 50.

Armstrong Pipe Vises Marked Up Fifteen P.C.

Winnipeg.

ARMSTRONG PIPE VISES.—Due to the increased costs of iron and steel and higher labor rates, these pipe vises have advanced about fifteen per cent. They are now quoted as follows:

No. 0, each $4.75; 1, $5.60; 2, $8.40; 3, $12.25.

New Price on Swedish Saw Files

Winnipeg.

SWEDISH SAW FILES.—A supply of files for Swedish saws has been re-

(Continued on page 72.)

Extent of Canada's Paint and Varnish Industry

Forty-Five Plants Operating in Canada—Total Assets Total Nearly Sixteen Million Dollars—Nine Million Dollars' Worth of Raw Materials Produced Over Seventeen Million Dollars' Worth of Finished Product—Imports Three Times Greater Than Exports.

Editor's Note—Some interesting statistics of the paint and varnish industry in Canada have just been issued by the Dominion Bureau of Statistics, Department of Trade and Commerce, Ottawa. While these figures deal with industrial conditions during the year 1918, being the latest period for which such figures are available, they will be of interest to the trade as indicating the extent of this industry.

FORTY-FIVE establishments making paints or varnishes or materials destined for use in the paint and varnish industry were in operation in Canada during 1918. The total assets of this industry, including the value of the land, buildings, fixtures, machinery, tools, materials and finished products on hand, together with the operating and trading capital aggregated, $15,784,610.

In 1918, 614 persons were employed in administrative or clerical positions in the paint and varnish industry, and salaries amounting to $921,708 were paid, of which $351,647 went to officers, superintendents and managers, and $570,061 to clerks and other salaried employees. This shows a decrease from 1917 when 667 were thus employed and the salaries paid amounted to $1,072,361, the distribution being $419,816 to officers and $652,545 to clerks. The average number of wage earners as distinct from salaried workers employed in this industry during the year was 1,388, and the total wages paid to these employees amounted to $948,637, or $684 per capita for the year.

The following table shows the distribution of the salaried workers and wage-earners employed throughout the industry when all the factories operated were working with a normal complement of staff:—

	1917		1918	
	Male	Female	Male	Female
Officers, superintendents, managers	139	2	126	2
Clerks, stenographers, salesmen and other salaried employees	375	151	325	161
OFFICE SUB TOTAL	514	153	451	163
Number of wage-earners receiving per week; Less than $10	70	134	242	134
$10, but less than $15	322	38	134	45
$15, but less than $20	535	5	522	7
$20, but less than $25	229	...	229	...
$25 and over	58	...	96	...
WORKS SUB TOTAL	1,214	177	1,223	186
TOTAL	1,728	330	1,674	349

The principal materials used in this industry were valued at $9,203,530, and from them principal products to a value of $17,678,049 were made. Thus the value added to the materials used, by the process of manufacturing, was $8,474,519. Miscellaneous expenses chargeable to manufacturing operations were $2,315,881.

The extensive use of zinc oxide and lithopone as paint pigments is reflected in the figures shown below. Basic carbonate white lead is still used in larger quantities than any other one pigment, but recent advances in the study of paint pigments have shown that zinc oxides and lithopone are very desirable pigments for certain uses.

Raw materials used in the industry are itemized in Table 1 to show quantities and cost.

TABLE 1.—MATERIALS USED IN THE PAINT AND VARNISH INDUSTRY IN CANADA IN 1918

Kind	Unit of Measure	Quantity	Value
OILS—			
Chinese Wood Oil	Gallons	257,620	$ 594,855
Linseed Oil Raw	Gallons	1,297,727	1,963,110
THINNERS AND SOLVENTS—			
Alcohol	Gallons	138,558	179,618
Creosote	Gallons	53,073	13,747
Naphtha	Gallons	904,673	286,053
Turpentine	Gallons	426,344	319,592
Acetone	Lbs.	42,213	15,932
Benzine, Paraffine, etc.	Lbs.	2,863,110	166,711
Benzol	Lbs.	338,639	16,133
GUMS AND RESINS—			
Gums	Lbs.	1,759,941	417,434
Resins	Lbs.	3,598,292	174,912
PIGMENTS AND DRIERS—			
Acetate of Lime	Lbs.	20,845	1,480
Zinc Oxides and Lithopone	Lbs.	7,198,248	721,527
White Lead	Lbs.	1,462,636	168,255
Colors and Pigments	Lbs.	.....	1,233,695
FILLERS—			
Asbestine	Lbs.	3,738,230	24,325
Barytes	Lbs.	4,326,670	76,278
Whiting	Lbs.	8,422,276	116,817
Pig Lead	Lbs.	10,593,351	874,638
Other Chemicals		.....	210,020
Containers and Other Materials		.....	1,628,398
			$9,203,530

Item	Quantity	Selling Value
White Lead, Dry	4,030,367 lbs.	$ 473,922
White Lead in Oil	8,456,236 lbs.	1,083,552
Litharge	1,421,686 lbs.	266,974

In 1918 three firms in this industry corroded pig lead to make dry white lead and white lead ground in oil; 10,593,351 pounds of pig lead valued at $874,638 were used in the production of white lead, dry, and in oil, and litharge. Practically the whole of this was made by the "quick process." The quantities made, with their respective selling values, were:

TABLE 2—PRODUCTS MADE IN THE PAINT AND VARNISH INDUSTRY IN CANADA IN 1918

Kind	Unit of Measure	Quantity	Value
Linseed Oil, boiled and refined (Sold)	Gallons	113,256	$ 211,335
Paints in Oil (Ready for use)	Gallons	7,483,893	8,613,973
Paste Paints	Lbs.	33,500	3,460
Colors in Oil and Japan	Lbs.	27,800	5,142
Varnishes, all kinds	Gallons	3,317,069	3,764,555
Japans and Lacquers	Gallons	209,249	251,856
Shellac	Gallons	81,704	309,975
Stains	Gallons	216,274	276,665
Dryers	Gallons	105,868	105,401
White Lead, dry	Lbs.	4,030,367	473,922
White Lead, in oil	Lbs.	11,874,260	1,545,918
Lampblack and other carbon black	Lbs.	62,939	6,878
Oxides of Lead (Litharge, Red Lead, etc.)	Lbs.	2,432,936	268,624
Iron Oxides	Lbs.	748,750	44,925
Dry Colors	Lbs.	335,000	76,925
All Other Pigments	Lbs.	3,535,313	404,770
Barytes	Lbs.	1,236,000	12,400
Putty and Other Fillers	Lbs.	5,178,405	280,581
Asphaltic, Pitch and Tar Products	Lbs.	.....	38,463
All other miscellaneous products	Lbs.	.....	982,280
			$17,678,049

Six other establishments used 1,171,651 pounds of white lead, dry, costing $132,736 for the preparation of 941,013 pounds of white lead ground in oil, having a sales value at the factory of $136,578.

7,483,893 gallons of paints in oil, prepared ready for use, were reported as being manufactured during the year. The total selling value at the plant was stated to be $8,613,973.

A study of white paints carried out during the year in the laboratories of the Department of Trade and Commerce showed that 73 different brands were being offered for sale on the Canadian market. The composition of each was carefully determined and it was found that a great variety of formulas were in use. As pigments, basic carbonate white lead, basic sulphate white lead, leaded zinc, zinc oxide, and lithopone, were found while barytes, blanc fixe, satin white, whiting, asbestine and silica were often present as fillers, sometimes to quite a considerable extent.

The production of varnishes in Canada increased from 1,577,009 gallons in 1917 to 3,317,069 gallons in 1918, the respective selling values rising correspondingly from $2,117,000 in 1917 to $3,764,555 in 1918.

Satisfactory statistics relating to the prices asked for paints and varnishes are only obtainable by reference to the trade journals in which quotations are given for many grades. Cheap rosin furniture varnishes sold at about $1.10 a gallon in October, 1918, while the finest long oil spar varnishes commanded prices ranging up to $5.00 a gallon. Mixed paints at that time averaged about $4.00 on one-gallon-can basis. The products made during the year are shown in Table II.

Exports from Canada of paints, varnishes, and materials used in the paint and varnish industry are given in detail with the export values in Table IV. The total value of these exports in 1919 was $2,112,113.

TABLE 4—EXPORTS FROM CANADA IN 1918 OF PAINTS, VARNISHES, ETC.

Articles Exported	Unit of Measure	Quantity	Value
Cobalt Oxide and Cobalt Salts	Lbs.	588,229	$ 853,737
Mineral Pigments, Iron Oxides, Ochres	Cwt.	15,389	18,377
Paints and Varnishes of all kinds	Cwt.	.....	1,239,999
			$2,112,113

Imports into Canada during 1918 of paints, varnishes, and raw materials used in the industry were valued at $6,309,836. Quantities and values are shown in Table III.

TABLE 3—IMPORTS INTO CANADA DURING 1918 OF PAINTS, VARNISHES, ETC., AND MATERIALS USED IN THE PAINT AND VARNISH INDUSTRY

Articles Imported	Unit of Measure	Quantity	Value
Amyl Acetate and Acetone		.....	$ 2,354
Gums, Amber and Arabic		.....	1,130,508
Flaxseed or Linseed Oil, raw or boiled oil	Lbs.	78,191	12,370
Rosin Oil and Chinawood Oil		.....	771,172
Blanc Fixe and Satin White	Lbs.	7,054,186	92,241
Brocade and Bronze Powders		.....	47,950
Gold Liquid Paint		.....	6,822
Lampblack, Boneblack, Carbon, Ivory Bl.	Lbs.	2,355,364	250,284
Lead, red, dry and orange mineral	Lbs.	896,831	83,752
Lead, white, dry	Lbs.	367,755	30,874
Lead, white, ground in oil	Lbs.	38,642	4,166
Liquid fillers, anti-corrosive and anti-fouling paints, and ground and liquid paints	Lbs.	3,380,035	390,635
Litharge	Cwt.	19,479	170,500
Ochres, ochrey earths, siennas and umbers	Lbs.	3,119,801	66,011
Oxides of cobalt, tin and copper, metallic colors	Lbs.	142,407	73,989
Paints and colors, ground in spirits and all spirit varnishes and lacquers	Gal.	7,665	31,744
Putty	Lbs.	385,589	14,564
Ultramarine blue, dry, or in pulp	Lbs.	427,909	86,740
Whiting, gilder's whit'g and Paris white	Cwt.	209,743	190,162
Zinc white	Lbs.	16,693,824	1,723,396
Varnish lacquers, Japan driers, liquid driers, and oil finish	Gal.	36,240	71,836
Coal Tar Base or Salt (Paranitraniline)	Lbs.	96,458	63,803
Resin or rosin in packages of not less than 100 lbs.	Cwt.	342,552	1,106,145
Turpentine, raw or crude	Lbs.	59,451	4,284
Turpentine, spirits of	Gal.	1,007,029	583,543
Total			$6,309,836

The paint and varnish industry is firmly established in Canada and is making rapid progress, but that there is still great need for protective painting is evidenced by the large number of unpainted structures throughout the country. The very laudable campaign conducted by the paint and varnish makers, under the slogan, "Save the surface and you save all," should have splendid results, and should make for a considerable national economy in building materials.

The survey of the paint and varnish industry for 1919, now in process of compilation, will review the industry in better detail than has been possible heretofore.

Director of Sales States Varnishes and Paints Likely to be Steady

Declines Anticipated by Some Unlikely to Materialize, Thinks Manufacturer—Most Raw Materials Higher Than When Prices Last Figured—Future Business Should Be Excellent.

"EVERYTHING in raw materials, from the label on the can to the contents thereof — with one or two exceptions, are costing more than when prices were figured in January last. I do not see where it is possible to anticipate any decline in prices."

This statement of J. J. Riley, Director of Sales, Flint Varnish and Color Works, of Canada, Ltd., Montreal, sets forth his views, in a nutshell, regarding the immediate outlook as to price and probable tendencies on paints and varnishes for the immediate future. In fact Mr. Riley stated to Hardware and Metal that he did not anticipate early changes in price, and that present schedules will perhaps be in force for a considerable time—possibly the first of the new year in any case.

As stated, it is many months since present prices were made effective. Since that time many advances of price have taken place, Mr. Riley stated, on raw materials. As there are numerous materials used in the manufacture of paints, particularly, these increased costs to the manufacturer have not helped any in promising a gradual lowering of existing prices. It would seem that advances would have materialized during the year, as a result of these raw material advances, had it not been that manufacturers had provided their requirements far in advance, as many and perhaps most firms had done.

Among the items that have advanced in price are those of lithopone. This, while a relatively new ingredient, has been used by paint manufacturers for many years, and it is the basic pigment of flat wall paints. Dry colors—French ochres in particular, have been much scarcer and higher, Mr. Riley states, although shortage of this has been recently overtaken to some extent. Solvents, such as Ethyl Alcohol, have been higher, and containers have, owing to the scarcity of tinplate, been costing more money. Here again, however, early provision for advance requirements gave the paint makers their needed supplies.

These New Factors

"The new freight rates will have some bearing on costs, though not as much as would seem to be indicated," continued Mr. Riley. "Labor costs have not decreased, but there have rather been increases from time to time. And these cannot come down now, for the tenor of labor is such that they would not consider any reduction being made in their wages. Advances have been made to them during the year.

"In considering the freight rate increases it must be remembered that the operating and up-keep costs of the railways are enormous, and few understand what their difficulties in this respect are. I have travelled much and have found that the rolling stock and the service of the Canadian railroads is excellent, and with the costs that they have to face the rate increases seem to be justified. These increased costs will be a factor in the price of the manufactured goods.

"The raw materials are produced in many cases through the use of coal and coal is costing more money. This is an added item in the production cost of paint and varnish. Gums have been scarce and hard to get, too, although there is some relief on a number of these lines now."

A Bright Outlook

Mr. Riley is well pleased with the outlook for continued business of extensive

nature. "In all the big eastern cities of Canada there is an acute shortage of housing, and while I have not been in the West I presume that the same condition exists out there, even through to Vancouver. This means that there will have to be building, and the need for finishes will be great; people will have to use them extensively. There should be an excellent business right along for paints and varnishes."

Then, of course, there is the upkeep of property already constructed. Altogether this will mean a big country-wide sale for these products that may reach large proportions. While the very excessive cost of materials has restricted actual building operations it is apparent, Mr. Riley thinks, that much construction will have to be undertaken. Added to the immense quantities of finishes that will be called for in special work such as the painting, varnishing and finishing of railway equipment, rolling stock, etc., to say nothing of the immense and even growing needs of automobile manufacturers, there will be immense business indefinitely. And this is important, in that the demands from big industrial concerns and these railways will serve to absorb immense quantities and so keep prices fairly stable.

There are two items that have declined in price, linseed oil and turpentine. "But I believe that oil has about reached its low point, and there may even be a reaction the other way," commented Mr. Riley. Turpentine has declined owing to the fact that the European buyers have refused to buy. They have been doing without supplies for several years and have refused to pay the high prices. But they will be buying, and prices may not be very much lower on turpentine than they now are. Rosin is lower for similar reasons. But, taking a survey of all costs, the declines on these lines are more than offset by the higher prices ruling for other raw materials and for labor."

The Linseed Oil Market— Its Future Possibilities

Demand is Quiet—Buyers Well Taken Care of for Fall—Too Much Second-Hand Oil to Allow Any Imported Price Boosts.

ON ACCOUNT of the importance of linseed oil as a necessary vehicle of the paint trade, consumers just now are wondering exactly what price levels are going to be reached during the remainder of the season. Quite in contrast with conditions a year ago the demand is quiet and lacks any incentive for improving. Buyers have been well covered on contracts during the summer, they appear to be well taken care of for early fall and they are now awaiting developments, says the American Paint Journal.

The spring contracts of buyers still represent a considerable loss compared with present quotations as the failure of the seed market to rally has not given them the advantage of averaging their prices on open contracts. At the same time few buyers have shown any disposition to hold off and the fear that they would not turn in their shipping directions promptly because of the high price of some of their contracts has proven to be more guess work than reality.

For some time the trade has been talking about "dollar oil" this fall, but whether or not such a price will be realized is still problematical. Crushers are now operating steadily on old contracts and see the time ahead when they will be evened up. Although they now appear to be more confident of their position and are not inclined to cut prices in order to attract future business, the trade has not forgotten that a short time ago some orders were taken at $1.09 a gallon to test out the market. It is now believed that if the market shows any signs of strength buying will be renewed.

While the price of linseed oil now is $1 a gallon cheaper than it was a year ago, when the record level of $2.22 was established, conditions now are somewhat changed. Last year the crushers were enabled to pass the price of seed on to the consuming trade because the latter was compelled to get all the oil it could to satisfy the demands of contractors, no matter at what price. This year the consuming demand has not been so urgent and there has been too much second-hand oil drifing around the market to allow for any important price boosts.

When one considers the value of land, the cost of planting, the highly paid farm labor, the cost of harvesting, loading and shipping to market, not to speak of the tightness of money, the best informed interests in the market consider seed at present price levels a good purchase. The seed market for a time started on an upward trend, but has again reacted and if no unforeseen circumstances develop promises to go to still lower levels.

A year ago many speculators and some crushers plunged and made money. This year they are keeping away from deals which involve any risks or the taking of unnecessary chances on what the future may hold in store for them. In other words, they are going to play a "conservative game." There is nobody to "pass the buck" to this year and they do not want to be caught "holding the bag."

It is the belief of those in a position to know that consumers of linseed oil who follow a conservative course this year will be traveling on a safe road. If they buy in a sane manner, taking such lots as they need to cover their requirements for a short period ahead, they will avoid the pitfalls of overstocking on a declining market. While the price of oil may go a little lower it is not believed that it will average much higher than it is at the present time.

With Bolshevism the main issue in Europe as an aftermath of the war, the labor unrest in this country, the closing down of many industries because of lack of demand, the insistent demand of labor for higher wages and less production, and the tendency of the banks to draw in their loans, while the foreign exchange situation shuts off export outlets, all these conditions make for uncertainty in the future and point out to "big business" the futile policy of plunging.

Paint Prices to Hold Until Spring

So Decided at Meeting Canadian Paint, Oil and Varnish Association on Wednesday Last—Labor and Many Raw Material Costs As Well as Other Increases the Factors.

There will be no change in the basis for prepared paints and kindred products for orders to be shipped out next spring. So decided the members of the Canadian Paint, Oil and Varnish Association at their meeting held in Montreal on Wednesday last, and, unless something unforeseen happens there is strong likelihood of markets remaining firm on these products.

Interviews by Hardware and Metal with paint manufacturers have emphasized a number of the tendencies that have surrounded these products. It is evident that, with all raw material costs taken into consideration, there has been little, if any, reduction in the cost of producing a gallon of paint, despite the fact that linseed oil and turpentine have both reached materially lower levels in the past few weeks. All advices to hand have been indicative of the offsetting costs of labor and materials entering into paint manufacture, the cost of containers and their scarcity, the price of wooden cases, and so on. Adding to this the increased cost of fuel, freights, labels, imported ingredients, and thehigher prices of many dry colors, it is felt in trade circles that there is ample justification for a firm maintenance of the present market quotations.

Benjamin Moore & Co., Limited

AN exhibit that seems a very friendly place to thousands of consumers is that of Benjamin Moore & Company, Limited, makers of the famous Paints, Varnishes and Muresco.

Here thousands of users of Moore Products, and thousands that are going to use them, join in admiration of this unusually handsome exhibit.

A central display stand, with two opposing stands at the sides, are heavily filled with an impressive assortment of this celebrated line of paints. Beginning with the lower shelves and going upward the cans are graded in size and give a splendid idea of how well these goods can be displayed in the store.

Specially attractive "cut out" and other advertising matter decorate the walls. These walls are tastefully panelled with attractive, oval landscape decorations at the top of each panel. On the walls hang color cards of the paints and Muresco. In the right and left foreground appear two exceptionally effective display cards showing an interesting modern bungalow and the wording: "Moore's House Paints cover well and last longer."

The firm name, Benjamin Moore & Co., Limited, and the words, "Muresco Wall Finishes," are prominently painted at the front and top of the booth, while rich hangings give a tone of luxurious quality to the entire exhibit.

The whole atmosphere of this exhibit, influencing, as it does, thousands of consumers among the Exhibition visitors, is in full keeping with the Benjamin Moore policy of co-operation with the trade.

There is no doubt that while visitors have gazed on this interesting exhibit, thousands of them have made mental resolutions to do some painting with Benjamin Moore Products and instructively coupled the thought with their favorite hardware store.

The Brush Department

Regarding the Manufacture of Brushes

Description of Interesting Features of Manufacture in One of Canada's Important Industries—Knowledge of the Line Makes a Dealer a Better Salesman of Brushes.

THERE is a saying generally accepted that a salesman is most efficient when selling something with which he is thoroughly familiar. Undoubtedly there are many lines sold in the hardware trade with which not every hardware clerk is thoroughly familiar. It has been suggested that a description of the process of manufacture of brushes, the source of raw materials, etc., would be interesting and helpful to the trade so that a number of articles dealing with this subject will appear in this department starting with this issue.

Canadian brushes show very favorably when compared with the product of other countries, but it has only been of recent years that this fact has been accepted by both our domestic and export trade. The result is that now Canadian brushes are not discriminated against in favor of imported goods and the Canadian product is finding its way in increasing quantities into foreign markets. The industry has grown to great dimensions in Canada. A tour through a brush making plant demonstrates how interesting is the process of the making of a brush—how various are the materials, how far they are brought, how many operations are involved, how keen the eye and how steady the hand of the operator must be, and lastly, how perfect is the finish put on every brush.

Where Bristles Come From

From the interior of Russia, China, and India come the bristles. From South America are brought the woods that enter into the backs and handles of all higher grade articles. The latter come first to the attention of the visitor to the brush factory.

Most of the modern brushes are not made by the old-time drawn process, where each row of bristles was held by a single thread, but are so constructed that each tuft of bristles is a separate unit. Before these tufts of bristles can be stapled to the solid back it is necessary to have holes bored in the under side of the back and as the same principle is used in making the largest household brushes, a description of this process will cover the making of all kinds of brushes.

The size of the hole required depends of course, upon the size and nature of the brush itself. For instance, the large household brushes, requiring thick tufts of bristles, require larger openings. With these it is possible to use a most interesting machine that bores holes in 12 backs at one time. The backs are placed in a groove opposite to which are bits adjusted to an exact degree for depth. In the middle of the machine is a master brush back of brass and the operator guides a steel insert from one hold to another. This simple operation is accompanied by an automatic movement of all 12 bits, which bore holes in the backs. With this method it is unnecessary to previously mark the place for the holes.

(To be continued.)

Paint Association Endorses Open Shop Campaign

Washington.—The National Paint, Oil & Varnish Association is among the 108 business groups in New York state to indorse the open shop campaign, according to an announcement made by the Chamber of Commerce of the United States. The list of those organizations favoring the 12 principles, the second of which contains the declaration for the open shop, bristles with the names of national associations of dealers in fundamental products, says the American Paint Journal.

The announcement asserts that "the principles received overwhelming approval of the organizations voting in every state in the union."

The extent of the line-up for the open shop is indicated by such names as the following on the New York list:

American Hardware Manufacturers' Association, American Institute of Consulting Engineers, Inc., National Gas Appliance Manufacturers, American Iron, Steel and Heavy Hardware Association.

Progress of Turpentining in British Columbia

Vancouver.—The production of turpentine from the Douglas fir is still in the experimental stage. It is the belief of experts that it will eventually be worked out, but previous to its success being established as an actual fact and decided beyond question, there is some hesitancy to give too great a prominence to the endeavor.

Tapping the live Douglas fir is being proceeded with by means of ½-inch auger holes, the basis of the production being the actual excess yield of rosin by the tree and also by the pockets formed in the tree by accumulations of past excesses.

The rosin obtained is of the highest grade, and is distilled by a method of distillation which gives turpentine of the highest grade, fir oils, rosin oils and rosin in one process and its continuation. True Burgundy pitch and true Venice turpentine has also been manufactured.

The plant end of it is beyond the experimental stage and patents are pending in connection with the process.

The field operations, however, are still experimental and it is for this reason that it cannot be pronounced a complete success as yet.

Boston Varnish Co. Enlarges Plant

Boston Varnish Company, Boston, Mass., are planning the immediate construction of a new addition to plant and offices. The new addition will, it is claimed, practically double the firm's manufacturing facilities. The addition is expected to be complete early in December.

Paint Men Convened This Week

Montreal.—The executive and sales staffs of A. Ramsay and Son Company, Montreal, were in session this week, beginning Monday morning, in the Old Colony Club of the Windsor Hotel. This was presided over by Mr. Walter B. Ramsay, president, and Mr. Arthur W. Brown, general manager, and salesmen from Halifax to Vancouver were in attendance.

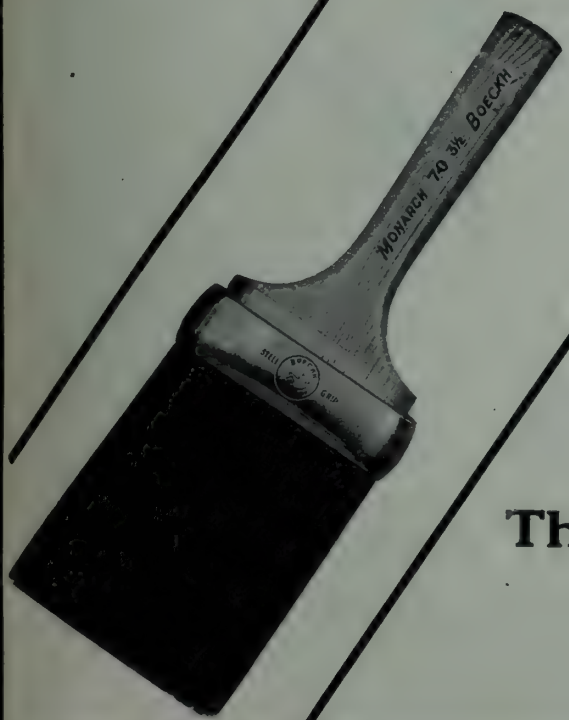
Montreal.—The Board of Trade Gold Medal for the best all-around display of any kind made at the Quebec Exhibition this year was captured by McArthur-Irwin, Limited, Montreal. The firm is naturally very proud of this distinction as it covers every kind of display regardless of its nature. This firm also secured a special diploma for its display of dyes and chemicals.

BOECKH'S

Rubber Set Paint and Varnish Brushes

The Bristles Can't Come Out

The reasons that place Boeckh Brushes first in the judgment of both consumers and dealers are based on the superior quality and design. The dealer has no "kicks" or "comebacks" because Boeckh Brushes "deliver the goods" in service. The Boeckh dealer's trade grows because consumers are far more than satisfied. The good reports spread.



BOECKH TRADE MARK EST^BD 1858 TORONTO

Consumers have learned from pleasant experiences the desirable features that give Boeckh Brushes their advantage: easy, comfortable handles; neat, attractively finished ferrules that protect the setting. The long, flexible bristles give a velvety and elastic contact that all painters desire.

The Boeckh advantages in mamaterial, combined with skilled workmanship, produce the perfect brush for sales and service. Boeckh dealers grow—let us show you why.

Every Boeckh Brush Guaranteed

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

Outlook for Rubber Goods is Promising

Montreal.—In discussing the present and prospective outlook for rubber goods such as hose, beltings, etc., with a Montreal manufacturer, he stated that, while there had been a splendid current business, new bookings for spring had not yet been sought. "But we are very optimistic," he stated, "and are looking for a good booking season. The conditions are very satisfactory and the outlook promising." For some lines there has been extra heavy buying this year, Hardware and Metal understands, and where late business has been offered it is understood that immediate filling of orders, in some cases, could not be assured. Altogether it has been considered an excellent season.

Department Store Builds Paint Factory

Within six weeks, the paint department of Sears, Roebuck & Co., a Chicago mail order house, expects to occupy its new factory building, which covers almost half a block and is five stories in height. The entire building will be given over to the paint department, the offices of that department also occupying space in the new building.

At present the boilers and motors are being placed in the position, all outside work practically having been completed.

Early Glass Shipments May Be Difficult

Montreal.—In discussing the glass situation with a prominent Montreal jobber he referred to the advantage of placing orders for initial requirements without undue delay. This is advised, owing to the fact that a great deal of glass will be shipped out to cover orders which have been placed for some months and this informant claims that there may be a temporary shortage for this reason in the early part of the Fall season.

With regard to prices it was pointed out that the demand has been such as to preclude the likelihood of their being any decline in the near future.

How Hardwaremen Advertise Paints--No. 25

AN INVITATION to readers to visit the store of the Cowan Hardware, London, Ont., to see a demonstration of graining is featured in this ad., along with a paragraph about some paints for fixtures, radiators, stovepipes, etc., and finishes for porch and floors. An auto' finish is also described as lasting and durable and capable of withstanding hard usage and repeated washings. This finish, is said to dry quickly, to be free from dust in a few hours and to be hard enough to use within 48 hours after using. Prices are prominently quoted on each line.

A somewhat novel feature of this ad. is the little talk on some topical subject. In this case it is headed "A Tempest in a Teapot" and deals with a timely subject of interest to Londoners, signed, "Old Timer." Undoubtedly such a talk arouses some interest and is valuable as long as this feature attracts attention to the advertisement and does not merely secure a reading of that part alone, to the detriment of the balance of the ad.

Paint Up! Keep It Up! Clean Up!

FOR QUICK SERVICE PHONES—3461 and 3462.

JAP-A-LAC Demonstration

All Next Week

It is 46 years ago since Mr. Glidden first started manufacturing JAP-A-LAC. In that time dozens of varnish-stains have been put on the market in imitation. When your floors or furniture become scratched or marred insist on having JAP-A-LAC, the ORIGINAL stain and varnish combined.

Seven colors, varnish stains ..... 15c to $1.35 per tin
Nine enamel colors ..... 20c to $1.75 per tin

A Tempest In a Teapot

I do not like you Frank Carvell
The reason why I'm going to tell
For, as I know and know full well,
You travel on Sunday Frank Carvell.

We owe a debt of gratitude to Messrs. Reid Little Beck and the rest of the good fellows who are out for a Bigger, Better and Brighter London, and who entertained Hon. Mr. Carvell on his visit here recently. There is no doubt that he went away with the finest impression of our city and in all likelihood intended to do far more for us than he had promised.

Then came the Tempest in the Teapot, and for what reason nobody knows. The heinous crime of going to Port Stanley on Sunday had already been committed, and a hundred resolutions could not overcome the tremendous evil which had been done.

But it looks like a deliberate insult to Mr. Carvell and some of the very best of our citizens, and there is one thing certain that London won't get an extra dollar from Ottawa through the poor advertising this action of the Rev. Sirs have given us. Why not in London that every time we have a good Boost the Echo is a Knock.

OLD-TIMER

COME IN AND INVESTIGATE

Have our demonstrator show you how to do your own graining in a very little time and at a small expense.

Jap-a-lac Model Graining Outfits containing:
1 quart ground color
1 jar graining color.
1 quart Jap-a-lac Natural Varnish.
1 graining tool.
3 brushes.

Sufficient to cover 100 square feet of surface.

PRICE $4.00.

Jap-a-lac Gold and Aluminum Paints, for fixtures, radiators, stovepipes, etc.
Gold 35c per tin and up
Aluminum ..... 30c per tin and up

JAP-A-LAC Porch and Floor Paints, for interior or exterior use, weatherproof and waterproof. Six colors.
Per pint 75c
Per quart $1.25

JAP-A-LAC Varnishes for every purpose.

Endurance Auto Finishes

are made lasting and durable. They withstand hard usage and repeated washings. Dry quickly, free from dust in a few hours, hard enough to use in 48 hours. Seven colors and white ..
$1.70 per quart and up

Delivery Body, suitable for Ford runabout, detachable, cheap; for quick sale.

SALESLADY WANTED.

Cowan's Colossal Hardware

125-127 DUNDAS STREET. THE STORE WITH A STOCK.
Two Deliveries Daily: 9 a.m. and 3 p.m. STORE CLOSES SIX O'CLOCK EVERY NIGHT.

The Luxeberry Painter Says:

"When I see nice interiors spoiled with a poor or unsuitable finish, I am reminded of the old saying: 'You can't make a silk purse from a pig's ear.' I always use Berry Brothers' Varnishes, Stains and Enamels because they are uniformly fine and produce interiors that I am proud to refer to as my work."

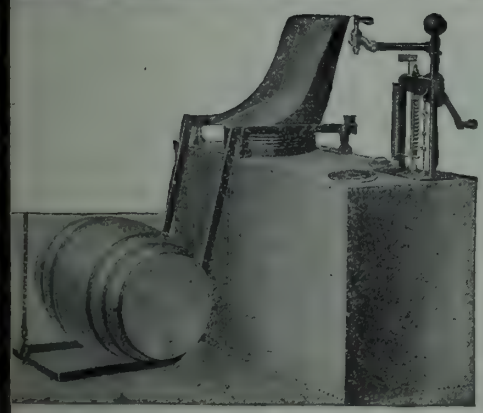
This is the verdict of all discriminating varnish buyers and is why "Berry" brands sell so readily.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

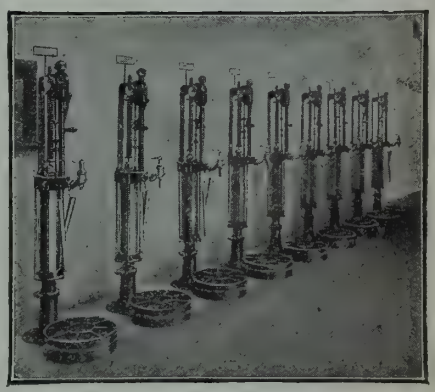
BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
Walkerville, Ontario

Paint Sales That Pay a Profit



One unit or as many as you want, in a compact row

You want a profit on every sale, and you should have it. But with the present high cost of paint oils you stand a big chance of losing your profits, unless your methods of handling are systematic and free from loss of time, labor and oils.



Pumps on Sales room Floor. Tanks in basement where ver convenient.

BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

prevent paint oil losses. The pumps measure accurate quantities: no over measure, no leakage, no spilling, or evaporation. Everything is exact, systematic and saving. The sooner you install a Bowser System the sooner you will begin to reap the profits from proper storage equipment.

LONDON
32 Victoria St., S. W. 1
HAVANA
Lonja del Comercio 427

S. F. BOWSER COMPANY, Limited
66-68 Frazer Avenue, TORONTO, CANADA
Sales Offices In All Centers Representatives Everywhere

PARIS
5 Rue Denis-Poisson
SYDNEY
5 Castlereagh Street

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

MONTREAL

MONTREAL, September 16.—The important feature in paint circles this week is the announcement that the basis for prepared paints will be unchanged before next spring. There are few outstanding changes for the week although the easier undertone still prevails as regards linseed oil and turpentine. These are in good supply at present, and while linseed oil is only 3 cents per gallon lower there is a possibility that it will fall to $1.50 per gallon. The outlook is dependent upon the harvesting of the crops, which, in some parts, promise well. Shellac is lower, the supplies being more abundant of both white and orange. White lead in oil and putty are rather quiet and this condition applies regarding prepared paints. Some anticipate that the present basis on paints, white lead and putty, will hold for spring business, while others look for advances on paints, and a maintenance of the lead prices. Pig lead is temporarily unsettled, and the future prices depend upon some conditions which will be more definable shortly. The present rate of sterling exchange has, for instance, been responsible for an easing of the English price basis. Trade, in general, is seasonably quieter.

Turpentine Holds, But May Go Lower

Montreal.

TURPENTINE.—Present stocks of turpentine are ample and prices have eased off somewhat within recent weeks. At the same time the lowest quotation of $2.40 per gallon announced last week still holds, and what limited quantities are wanted are going forward to the trade without delay. Some expect still further reductions on this, and if transportation is uninterrupted it is likely that necessary quantities will be readily available.

Turpentine—	Imp. Gal.	
Single barrels	2 40	2 50
Small lots	2 50	2 60

(Packages extra.)

Linseed Oil Price is Slightly Lower

Montreal.

LINSEED OIL.—The present basis for linseed oil is somewhat fluctuating and quotations are made on single barrel quantities all the way from $1.57 to $1.70 per gallon, raw basis with usual differential. The bottom does not seem to have been reached, according to some jobbers, but there is some uncertainty as to what future prices will be. It is quite probable that before the week end a quotation of $1.50 will be available for those desiring any considerable quantity of the product, as there is considerable supply to hand.

Raw—	Imp. Gal.	
1 to 4 barrels	1 57	1 70
3 to 4 barrels	....	....
Boiled—		
1 td 4 barrels	1 60	1 73
3 to 4 barrels	....	....

Colors in Oil Firm; Advances May Come

Montreal.

COLORS IN OIL.—The difficulty of obtaining the requisite stocks of dry colors and their high price has been causing some concern to the manufacturers and there is probability of advances taking place. Tendencies are firm on dry colors and colors in oil and there is some likelihood that higher prices may prevail in a few days. It is said that cost to produce these products is and has been much higher of late.

Shellac Prices Are Easier

Montreal.

SHELLAC.—A reduction in the basis of both orange and white shellac has been made during the week and in barrels white shellac may now be purchased for $8 per gallon and orange for $7.50. There is the usual differential of 30 cents per gallon on one gallon cans, while for 5 gallon quantities 20 cents is added to the barrel price.

Putty Holds Steady; Seasonable Selling

Montreal.

PUTTY.—There is very little to say on the putty situation excepting that a seasonable business obtained and the product is available in necessary quantities. Price basis has held without change of any kind and no definite change of present quotations is anticipated just now.

PUTTY—	5 ton	1 ton	ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Prepared Paints Continue Firm

Montreal.

PREPARED PAINTS.—The movement of prepared paints is much restricted but there is still a fair amount of sorting business and merchants are sending in orders continually. This quiet condition has been fully anticipated but paint manufacturers are looking forward to a satisfactory fall business. The undertone is steadily maintained and quotations are held without change.

Steadied Basis Holds on White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—There is a fair sale for this product which holds at the unchanged basis ruling for some time past. The 5-ton quantities of Government standard lead are selling at $19.50 per 100 pounds, and in ton lots at $20; for ordinary small quantities the price is $20.35. There has been some softening of the basis on pig lead, particularly that on English lead, which is effective by the exchange situation, which has been lower.

TORONTO

TORONTO, September 16.—Quieter, without much change, is the prevailing report in the paint market. Business is said to be above the average for the time of the year, and prospects for the future look good. Staple lines such as white lead in oil, putty, shellacs and dry colors seem firm. Rosin has declined a little. Glass is unchanged and some jobbers do not expect any advance at present in spite of higher freight rates, although they admit that the increases are almost certain to affect prices eventually. Turpentine and linseed oil are firmer and little change is expected. Stocks in hand appear ample as demand is lighter. It would seem as if the present prices on prepared paints and varnishes will be maintained for the present and unless the unforeseen happens there is not likely to be a change before spring.

Linseed Oil Steadies; Quotations Unchanged

Toronto.

LINSEED OIL.—Quieter and steady is this week's report on linseed oil. The

Paints and Varnishes

Inside and Out

"The Right Paint to Paint Right"

Since 1842 Ramsay Paints and Varnishes have maintained the leading place in the estimation of dealers and consumers. The splendid variety of the Ramsay Products offers an appropriate and dependable finish for every surface.

With the addition of the versatile and well-liked Agate Family the Ramsay dealer finds himself prepared with a reliable finish to offer customers for every use.

A. Ramsay & Son Co.

The All-Canadian Manufacturers of Paint and Varnish Since 1842

MONTREAL

Toronto **Winnipeg** **Vancouver**

Edmonton District:
Revillon Wholesale Limited
Edmonton

Nova Scotia:
James Simmonds, Limited
Halifax, N.S.

Calgary District:
The McDonald-Baker Co.
818 8th Ave. W., Calgary

If interested tear out this page and place with letters to be answered.

demand is a little less and lower prices are not expected at present. Prevailing quotations are the same as last week and are as follows:

	Raw	Boiled
1 to 2 barrels, gal.	1 80	1 83
3 to 5 barrels, gal.	1 79	1 82
10 barrels and over	1 77	1 80

Turpentine Firm on Unchanged Basis

Toronto.

TURPENTINE.—There is a little less demand reported for turpentine and stocks in local markets are said to be sufficient to meet normal requirements. Lower prices do not seem to be expected as the regular run of the first crop is now in and producers have an idea of the extent of the yield. Present quotations are $2.50 per gallon in barrel lots, and $2.65 per gallon for 5-gallon lots.

White Lead Firm Without Change

Toronto.

WHITE LEAD IN OIL.—It is "between seasons" in the paint market, and white lead in oil is experiencing the lessened demand of a rather slack time of the year in the wholesale trade. No change of prices is reported and prevailing prices are holding firm.

The ordinary brands are quoted as follows:

White Lead—Pure, tons, $20.35, less, $20.70 per 100 lbs.; Elephant, genuine, tons, $20.85, less, $21.20 per 100 lbs.

Putty Quieter; Unchanged in Price

Toronto.

PUTTY.—The demand for this commodity is said to be a little quieter, but otherwise as good as usual for this month.

Whiting, one of the chief ingredients, is understood to be a little more plentiful than it was, but is still light. No change, however, has taken place in prices which remain firm at the following quotations:

Putty—Standard, in 100-lb. drums, $8.20 per 100 lbs.; 25-lb. drums, $8.55.

Slight Decline in Rosin Quotations

Toronto.

ROSINS.—A slight decline has taken place in the price of rosins, which are stated to be a trifle more plentiful.

Prices now quoted are round ten cents per pound in barrels, to thirteen cents a pound in small quantities.

Shellacs Have Firmer Tendency

Toronto.

SHELLACS. — White and orange shellac which have lately been considerably lower than they were earlier in the season are showing a tendency to be firmer. The demand is said to have been fairly good.

Quotations will be found on the current market pages.

Methylated Spirits Higher in Price

Toronto.

METHYLATED SPIRITS. — A considerable advance has recently taken place in the price of methylated spirits which is at present being quoted at $2.95 per imperial gallon in place of former price which was round $2.00.

Zinc Coated Glaziers' Points Scarce

Toronto.

GLAZIERS' POINTS. — Zinc coated glaziers' points have been a little scarce lately. They are being quoted at twelve and a half cents in half pound packets.

Window Glass Still at Same Quotations

Toronto.

GLASS.—Some reports on the plate and window glass industry would seem to indicate that manufacturers are still considerably behind on the production and that they are finding it difficult to get materials and are having to pay higher freight rates on same, and taking all the circumstances into consideration it does not appear that any decline in prices can be expected. It is not however thought that there will be any change at present.

Belgian glass is not coming to hand in any quantity and Europe and the English market can absorb for a time all that the Belgian plants can produce, so that little can be expected from that quarter it is stated.

Prices remain 15 per cent. off list in case lots in single and double diamond.

Demand Seasonable For Paints and Varnishes

Toronto.

PREPARED PAINTS AND VARNISHES.—Ready mixed paints are moving out very well for this time of the year. This month is always regarded in paint circles as a dull month and as being 'between seasons,' but a very fair amount of business is reported. Some orders for next season have already been received. Hardware and Metal is informed that they are stated to be very satisfactory.

Prices are firm and very few changes noted at present.

Water Paints Have Large Sales

Toronto.

WATER PAINTS. — The demand this year for the so-called water paints used for interior decoration of walls and ceilings has been exceptionally great and manufacturers early in the season were unable to keep pace with the demand owing to a scarcity of materials and also to the fact that the demand was so much larger than usual and in some cases a few of the less popular shades were temporarily discontinued until manufacturers were able to supply the demand.

GENERAL MARKET REPORTS

(Continued from page 61.)

ceived, and are quoted as follows: 5½ $5.25 doz.

Sheets Unchanged and Still Very Scarce

Winnipeg.

SHEETS AND PLATES.—The prices on sheets and plates are holding firm. There is little or no stock and it is impossible to meet all prevailing demands and requirements. Prices are as follows:

Black Sheets—10 gauge, $10; 12 gauge, $10; 14 gauge, $10; 16 gauge, $10.35; 18 gauge, $10.40; 20 gauge, $10.40; 22 gauge, $10.45; 24 gauge, $10.45; 26 gauge, $10.50; 28 gauge, $10.65.

Galvanized Sheets—16 gauge, $12.35; 18 gauge, $12.50; 20 gauge, $12.50; 22 gauge, $12.65; 24 gauge, $12.65; 26 gauge, $12.80; 28 gauge, $13.35; 10¾ oz., $13.75.

Stove Pipes Short and Twenty Per Cent. Higher

Winnipeg.

STOVE PIPE.—There is a serious shortage of stove pipes here and the price has been advanced about twenty per cent., due to scarcity and the increased cost of raw materials. Stocks are very light indeed.

Prices are as follows:

Standard—6 in., $28.18 per 100; 7 in., $30.32.
Ready to Rivet—6 in., $27.18; 7 in., $29.32.
Riveted—6 in., $27.68; 7 in., $29.82.
Taper Pipes—5 x 6 in., $3.60 per doz.; 5 x 7 in., $3.60; 6 x 7 in., $3.60.
Tee Pipes—6 in., $4.65 per doz.; 7 in., $5.

Ten Per Cent. Advance in Prices of Box Stoves

Winnipeg.

BOX STOVES.—Being largely manufactured from steel sheets these have followed the general advance and are now being sold at an increase of practically ten per cent. The regular lines are quoted as follows:

18 in., each $7.50; 22 in., $10.66; 25 in., $13.19; 28 in., $15.59; 31 in., $16.64; 36 in., $25.03.

Malleable Fittings in Big Demand

Winnipeg.

PIPE FITTINGS.—Prices remain very firm on fittings. There is a big demand and jobbers' stocks are only in fair condition. Certain sizes seem hard to procure. The following prices are quoted.

Fittings, Malleable—Class A, 50 per cent.; Class B and C, off new list, 60; Bushings, 10.
Unions, "Dart"—¼ to 2-in., 15 per cent.; ¼, 2½, 3½ and 4-in., 5; Nipples, 4 in. and under, 45.

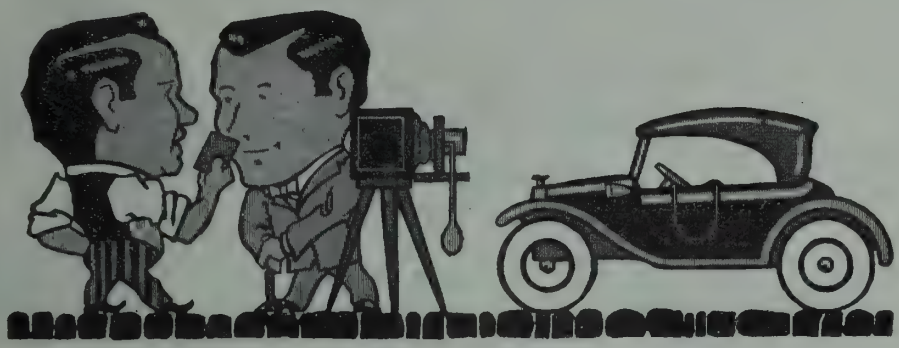
Revision on Prices of Solder

Winnipeg.

SOLDER.—The price has been revised and is now quoted in case lots of 100 lbs. at 43 cents a pound. Less quantities 44 cents.

Tinker, 52 cents.

Let this Picture Work for You!



HERE'S an inkling of the first advertisement in the heavy Effecto magazine advertising campaign this Fall — an advertisement that will reach more than six million subscribers to Cosmopolitan, American, Red Book, Farm Journal, Christian Herald and Farm and Fireside. This campaign will sell goods for you — if you have Effecto, the original auto enamel, on your shelves.

Effecto AUTO Finishes

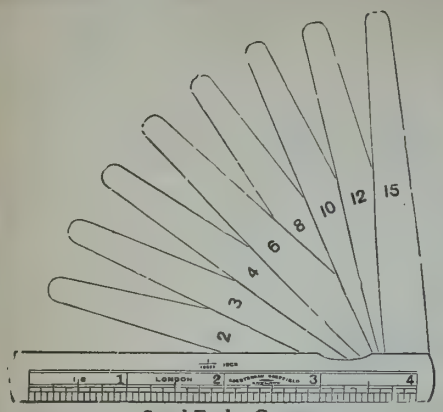
Effecto Advertising has been working for Effecto Dealers for many years. Each season a larger campaign sends more prospects to the Effecto Dealer. It's a permanent part of the Effecto proposition — one of the chief reasons why the dealer who is keen for *new* sales is keen for Effecto.

You will be surprised and pleased with the amount of co-operation included in the Effecto proposition, in addition to this constantly enlarging magazine campaign. May we tell you what this proposition is? — a post card will let us know that you are interested. *Get "lined up" now for sure, steady sales and profits on Effecto!*

"Save the surface and you save all" Paint & Varnish

PRATT & LAMBERT-INC.
VARNISH MAKERS 71 YEARS
24 Courtwright Street, Bridgeburg, Ontario
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO

PRATT & LAMBERT
STAR BRAND
VARNISH PRODUCTS



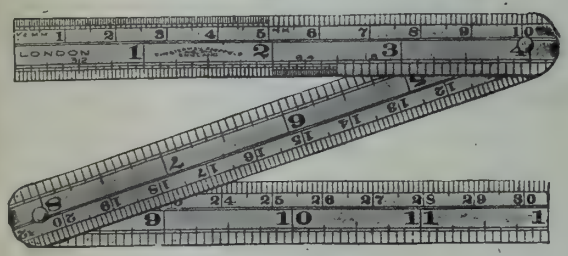
Steel Feeler Gauge

CHESTERMAN'S

Measuring Tapes

Steel, Linen and Metallic

Steel Rules
Straight Edges
Surveyors' Band Chains
Engineers' Tools



Highest Standard of Accuracy in the British Empire.

Write for Catalogue

MANUFACTURED BY

JAMES CHESTERMAN & CO., LTD.

SHEFFIELD - ENGLAND

Canadian Representative:

F. H. SCOTT

404 Coristine Building
MONTREAL, CANADA

PRICE LIST

"M.R.M." BRAND

HORSE SHOE NAILS

Number	Lengths	Price per box (25 pounds)
3	1⅝ in.	$20.00
4	1¾ in.	10.00
5	1 15/16 in.	5.25
6	2⅛ in.	5.00
7	2 5/16 in.	4.75
8	2½ in.	4.75
9	2 11/16 in.	4.50
10	2⅞ in.	4.50
11	3 1/16 in.	4.50
12	3¼ in.	4.50

Blacksmiths are now demanding "**M.R.M.**" Horse Nails. They are made from the best material obtainable. They drive well and hold after they are driven.

Liberal discounts allowed off above list prices to Merchants handling "**M.R.M.**" Nails.

The Montreal Rolling Mills Co.

MONTREAL, CANADA

If interested tear out this page and place with letters to be answered.

A Familiar Toronto Landmark
The Ivy-Clad Factory of
CANADIAN Wm A ROGERS
LIMITED
570 KING ST WEST
Manufacturers of 'Heirloom' Plate, Rogers 1881 and other Favored Brands of Exceptional Silverware

A view of the business section of Toronto from the top of the Harbor Commission Building on the waterfront. Note the three skyscrapers, the Royal Bank building, C.P.R. building and Dominion Bank. The Royal Bank building is the highest in the British Empire.

Millions Spent on Transportation Facilities Make Toronto an Ideal Centre of Distribution

GOOD transportation facilities are a big factor in increasing the commercial status of a city and Toronto, though for years one of the leading centres of industry and commerce in Britain's Overseas Dominions, is now spending millions of dollars on improving its facilities for transportation, both rail and water. The Toronto Harbor Commission is carrying on an enterprise of great importance which will have for its object the provision of industrial and transportation facilities second to none on the continent.

When the big harbor scheme, now in progress, is completed, Toronto will have over 13 miles of dock frontage, 6½ miles of which are already constructed. Over 644 acres of industrial sites will also be in use, situated on the water front, with unequalled transportation facilities. Much of this land for industrial sites has been reclaimed, and every available transportation facility will be extended to the new districts. Such facilities include motor truck, electric railway and steam railway. The main entrance to this industrial area will be over a bridge spanning Keating Channel at Cherry Street. Some rails have already been laid so that connections can easily be made with the street railway system when taken over in 1921. The bridge has a roadway 66 feet in width and all streets in the area are from 75 to 175 feet in width. Reservations have been made for the steam railways and sidings will serve every factory in the district. The section has been so arranged that every other street is free from

tracks. All tracks will be controlled by the Harbor Commissioners.

Under this scheme the harbor front is divided into three sections; Eastern Harbor Terminal (Ashbridge Bay) for manufacturers of heavy goods; Central Harbor Terminal (Cherry Street) and Western Development. The latter is a park development providing for a wide board walk and boulevard driveway 50 feet in width to extend along the lake front from the Humber east and around the Toronto Island, thence east to Woodbine and north. The boulevard when completed around the city will extend for 60 miles. Bathing facilities are being constructed at Sunnyside which will accommodate 5,000 people. This and other similar developments being planned all help to make Toronto a good place in which to work and will help to keep employees satisfied.

In the Eastern Harbor Terminal 150 acres of industrial sites are now in actual use and plants are being erected. Among the foremost manufacturers who have leases on property in this section are: Baldwin Canadian Steel Corp.; British American Oil Co.; Dominion Foundry Co.; Wm. Fielding & Sons; Imperial Oil Ltd.; the Barrett Co.; Peckovers Ltd.

Industrially Toronto leads among the other cities of the Dominion. There are 2,181 factories within the city limits, representing an investment of $259,610,000 with an annual output of $288,460,000 worth of goods.

One of the most outstanding examples of the growth of the city is the marked increase in local assessment. At the time of incorporation the assessment figures were computed in sterling figures and the first total assessment made amounted to the equivalent of $2,545,205, the population being 9,254. The 1920 assessment was $642,816,600. This was an increase of about $20,000,000 over 1919.

The above scene shows a portion of the engineering work in progress at the Ship Channel, part of the tremendous enterprise being carried out by the Toronto Harbor Commission, to make Toronto's Industrial and Transportation facilities second to none on the continent.

TORONTO—*the buying centre of Canada*

Our booth at the Toronto Exhibition was the subject of much favorable comment by the thousands who viewed it and visitors from all sections of the Dominion carried away lasting impressions of the beauty and character represented in Canadian Wm. A. Rogers silverware designs.

You can build on this reputation we have created for you by having a generous display of Canadian Wm. A. Rogers flatware in your windows. You will find many of your customers are familiar with the patterns and trade-marks — and have absolute confidence in the dealer who sells them.

CANADIAN WM. A. ROGERS LIMITED

DOWN-TOWN SHOWROOMS: KENT BUILDING

570 KING ST. WEST TORONTO

Illustrating a Few of the Favored Designs in Canadian Wm. A. Rogers Limited Flat Ware

Here are three familiar trade-marks by which you can readily recognize the best selling lines of flat ware in Canada.

The Highest Grade FLAT WARE	*The Popular Grade of* FLAT WARE	*The Medium Grade of* FLAT WARE
'HEIRLOOM' PLATE	1881 (R) ROGERS (R) A1	W. R.

Each represents the greatest value for the price and all designs are attractive and pleasing.

Made in Canada by Canadians.

CANADIAN WM. A. ROGERS LIMITED

570 KING ST. WEST TORONTO

Down-Town Showrooms—Kent Building, Yonge St.

Magnesium Sulphate

(Epsom Salt), U. S. P. and B. P.

OUR natural deposits at Basque, British Columbia, are sufficient to supply your entire requirements. The purity of our products is absolutely Guaranteed, and your fullest investigation invited.

Address all enquiries to:

Ontario Oil and Turpentine Co. Limited

106-108 Vine Avenue - WEST TORONTO

DOMINION DISTRIBUTORS FOR THE

BASQUE CHEMICAL PRODUCTION CO., Limited

SALES AGENTS:

B. & S. H. THOMPSON, LTD., Montreal and Toronto

F. W. WILEY, 533 Henry Avenue, Winnipeg

DUNLOP TIRES

SEAL OF QUALITY

MOTOR TRUCK

Motor Trucks are, in respect to overloading, at the mercy of circumstance.

To-day this practice is even more pronounced than ever.

To minimize the effects of this evil, as far as humanly possible,

DUNLOP "SAMSON"

Motor Truck Tire was developed.

Every **Dunlop Truck Tire** is an over-size tire, and contains more cubic inches of rubber per foot than the corresponding size of any other Truck Tire made in Canada.

Dunlop "SAMSON" is constructed to take a big portion of road shocks that ordinarily play havoc with the mechanism of the truck or its load.

As already stated, **Dunlop Truck Tires** contain an extra volume of wear-resisting, load-absorbing rubber. It is this resilient, well-nigh indestructible rubber, also, that means better value to you in **Dunlop "SAMSON."**

A call from one of our salesmen puts you under no obligation to buy.

Drop a line or 'phone to the Dunlop Branch nearest you.

Dunlop Motor Truck Tires absolutely will not split nor come loose from the steel base. You cannot chisel them off.

DUNLOP TIRE & RUBBER GOODS CO., LIMITED

Head Office and Factories: Toronto **Branches in the Leading Cities**

TORONTO – *the buying centre of Canada*

SOVEREIGN IRONS

SELLING an electric iron may be a commonplace occurrence—but, there are still plenty of housewives who have yet to break away from the traditions of their ancestors, and discard the old sad irons.

To a woman who has never owned an electric iron it is a specialty—and should be sold as such. Selling a "Sovereign" Iron paves the way for a series of sales. In fact it is a typical C.G.E. electric appliance, in which you can place explicit confidence.

MADE IN CANADA.

Canadian General Electric Co., Limited

Head Office, TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

TORONTO—*the buying centre of Canada*

SPARK PLUGS

FOR STEADY FIRING

An Article Well Displayed Is Half Sold

Attractively packed merchandise fulfills the three functions of a good selling display—attracting attention, arousing interest and stimulating desire.

The exceptionally attractive package which Goliath Spark Plugs are now packed in furnishes you with material for endless displays. Feature Goliath Plugs in your windows.

The space occupied by your windows is the most valuable part of your store. Make it pay your rent—by displaying attractive and seasonable merchandise.

The margin of Profit, on Goliath Plugs, will appeal to you.

Canadian General Electric Co., Limited

Head Office - - Toronto

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

TORONTO—the buying centre of Canada

Livingston Brand

"THE KIND YOUR GRANDFATHER USED"

With our extensive buying, manufacturing and selling organization, spread, as it is, from coast to coast, we are placed in a most favorable position to offer Livingston products to the Canadian trade.

The geographical location of our mills facilitates placing our products in the hands of the jobbers at a minimum cost.

SALES OFFICES:

TORONTO, VANCOUVER
CHARLOTTETOWN
HALIFAX

THE
DOMINION LINSEED OIL COMPANY
LIMITED

Livingston Products

TORONTO—*the buying centre of Canada*

—*for 50 years known as the old reliable Baden Oil*

With present new addition and extensive improvements to the parent mill at Baden, and further working accommodation at St. Boniface, you can depend on shipments as required.

Specify "Livingston" as the "buy-word" for linseed oil.

"The kind your grandfather used."

THE
DOMINION LINSEED OIL COMPANY
LIMITED

MILLS AND REFINERIES:
BADEN
MONTREAL
WINNIPEG

Known the World Over

TORONTO—the buying centre of Canada

Stock Now for the Fall "Clean Up" to

with

Floglaze

The Finish that Endures

The many uses for Floglaze make it the ideal finish for the dealer to stock.

You'll find it an excellent medium to develop "indoor month" painting—making your paint department pay good profits all the year round.

It is equally good indoors and out.

It is particularly suited to the many odd jobs of refinishing which the fall "clean up" makes necessary in the home.

On the farm it has many uses in the dairy and the implement shed, for it refinishes wood, metal or concrete with a brilliant, glossy and hard wearing surface.

Be prepared to handle the fall demand.

If you are not now selling Floglaze write for our dealer proposition.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

TORONTO—*the buying centre of Canada*

30M—Two-piece mitten, palm and thumb from yellow horsehide; back olive split, two-inch band of imitation leather, canvas lined.

THE ability of Carhartt Gloves to withstand all degrees of temperature and all kinds of weather has made them justly popular with men who are keen to get a good article and are willing to pay the price for it.

Such men make good customers. They don't go around looking for bargains, but are content to patronize the store that gives them quality and service.

That is one reason why you ought to stock an assortment of Carhartt Gloves—for the profit they pay you and the satisfaction they give the customer. Another reason is that men who use tools usually wear gloves—and what is more logical than that the store that supplies them with the one should supply them with both? The repeat orders we get from hardwaremen show that Carhartt Gloves are well worth while.

HAMILTON CARHARTT COTTON MILLS, LIMITED

TORONTO
MONTREAL

Manufacturers of Carhartt Overalls, Allovers and Work Gloves

WINNIPEG
VANCOUVER

CARHARTT GLOVES

TORONTO—*the buying centre of Canada*

GLIDDEN

PAINTS ~ VARNISHES ~ COLORS ~ INSECTICIDES

TORONTO—*the buying centre of Canada*

GLIDDEN

PAINTS ~ VARNISHES ~ COLORS ~ INSECTICIDES

Everywhere on Everything

To meet the Dealer's need

In every locality there is a need for painting materials — in business as well as the home. Everywhere there are surfaces that require protection and decoration.

Be prepared to take care not only of home requirements but business demands as well. Don't limit your profits with limited stocks. A study of the Glidden list of products will reveal a vast market to you. Glidden factories are producing quality products for every conceivable paint and varnish purpose — paints for industry, for factory, equipment and product; paints for commerce, for buildings, shipping and railway; paints for the house, inside and outside—*everywhere on everything.*

To represent Glidden in any locality has come to be a tangible asset for you. Glidden reputation will reflect its good influence upon your business generally. Write to-day for the Glidden proposition.

THE GLIDDEN COMPANY Ltd., Toronto, Ont.

Branches at Montreal and Winnipeg

TORONTO—*the buying centre of Canada*

WISER *than* WIND *or* WEATHER

GURNEY-OXFORD

GURNEY STOVES
FOR COOKING AND
HEATING
HAVE BEEN THE BEST
SINCE 1843
—OVER 1,000,000 SOLD—

New Gurney Heaters for the Garage

OR FOR THAT COLD ROOM OR STORE

HOW are you going to heat the garage this winter? You must protect yourself by heating it. A freeze-up might cost you the price of twenty heaters. You must heat it well too. A cold car that won't start is worse than no car at all.

These new GURNEY heaters have been designed for just this need. They will hold fire for twenty-four hours. They will burn any kind of fuel and take but the minimum of attention.

They are equipped with the same kind of grates and draft control as our finest hot water and steam heating apparatus; and they are sturdily built and economical in operation, worthy to carry our trade-mark, yet they cost no more than the ordinary kind.

We make them in several sizes, one of which will fill your need. Some styles have a single pot hole on top, and others two holes.

Send us a rough sketch of your garage and tell us how it is built and we 'll recommend a size that is best suited for you to use, send you more details than we can give here and arrange to have the local dealer supply and put it up, if you so desire. Anyhow, you'll be under no obligation if you write that letter to-night, and it leads to car comfort in winter with least coal.

GURNEY HEATER
WITH GRATES
(Known as No. 53 Tortoise)

AS
USEFUL
IN THE
HOUSE
OR
STORE
AS
IN THE
GARAGE

THEY WILL
MAKE THE
COLD
ROOM
COSY

The Gurney Foundry Company, Limited

TORONTO - CANADA

FACTORIES AT TORONTO AND MONTREAL

BRANCHES IN THE LEADING CITIES

TORONTO—*the buying centre of Canada*

"All Those Little Things"

If you carry "Maltese Cross" (Gutta Percha) Automobile Accessories, you will get a jolly good trade—because—motorists are learning that the Gutta Percha and Rubber, Limited make *only* the best. Their accessories are fitted to the purpose with such skill that every purchaser is pleased.

Ajax Patch

The quick-repair tube mender.

Blow-Out Patch

Saves many a tire by its timely use.

Inner Tubes

"Gutta Percha" Tubes have a long life.

Inner Liners

When your tire has weak spots, Inner Liners save them from a "blow-out."

Pedal Rubbers, Running Board Mats, Water Pails, Rubber Mallets, Etc.

Get Our Prices. Write and let us know your needs

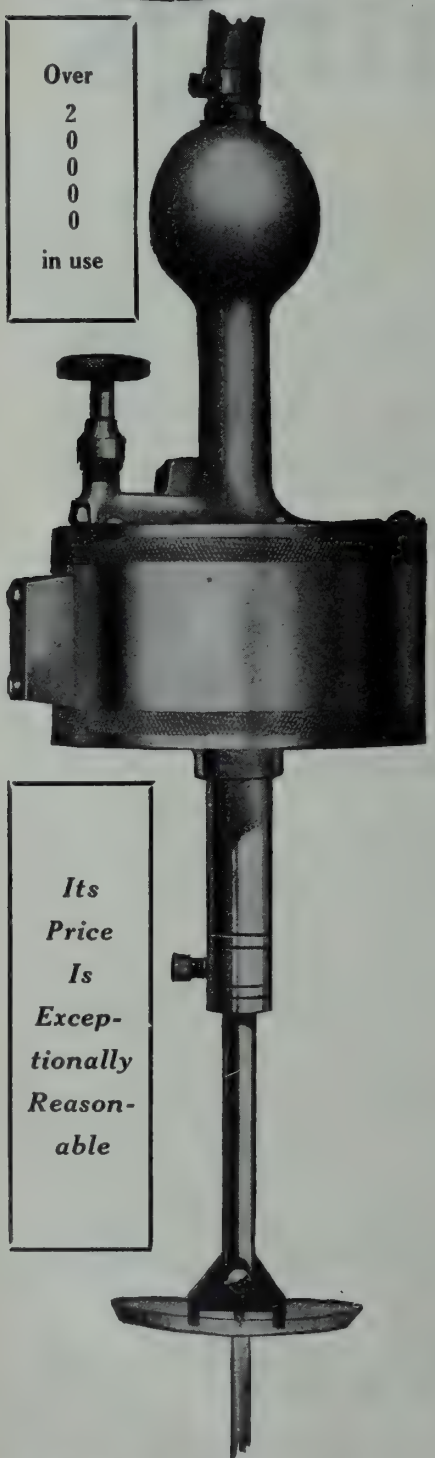
Gutta Percha & Rubber, Limited

Manufacturers Tires and All Kinds of Rubber Auto Accessories

Head Office and Factory: TORONTO

TORONTO—*the buying centre of Canada*

VELTUM
PNEUMATIC
VALVE GRINDER



Over 2 0 0 0 0 in use

Its Price Is Exceptionally Reasonable

Does the Job in Half the Time

THIS is not a claim. It's a proven fact, demonstrated by repeated tests of the Veltum Pneumatic. Flexible speed is combined with perfect control.

Absolutely guaranteed to do the work and stand up.

The VELTUM PNEUMATIC VALVE GRINDER

permits any speed from 50 to 1,000 strokes per minute, making it unnecessary to go over valve second time.

Does the entire job on a valve without stopping.

Operates on 15 to 500 pounds of air from the air tank you now have.

Plenty of power to grind any size valve, and attachments to fit all styles of valves. Grinds valve cages as well as valves.

Fits over-size valve stems into valve guides.

Quickly relieves stuck valves.

Does very delicate work, such as grinding carburetor float valve stems and fuel system valves.

Grinds valves that have no provision for tool to fit in head.

Grinds eighth valve on Ford engines.

All castings are made of aluminum, which gives the machine unusual lightness.

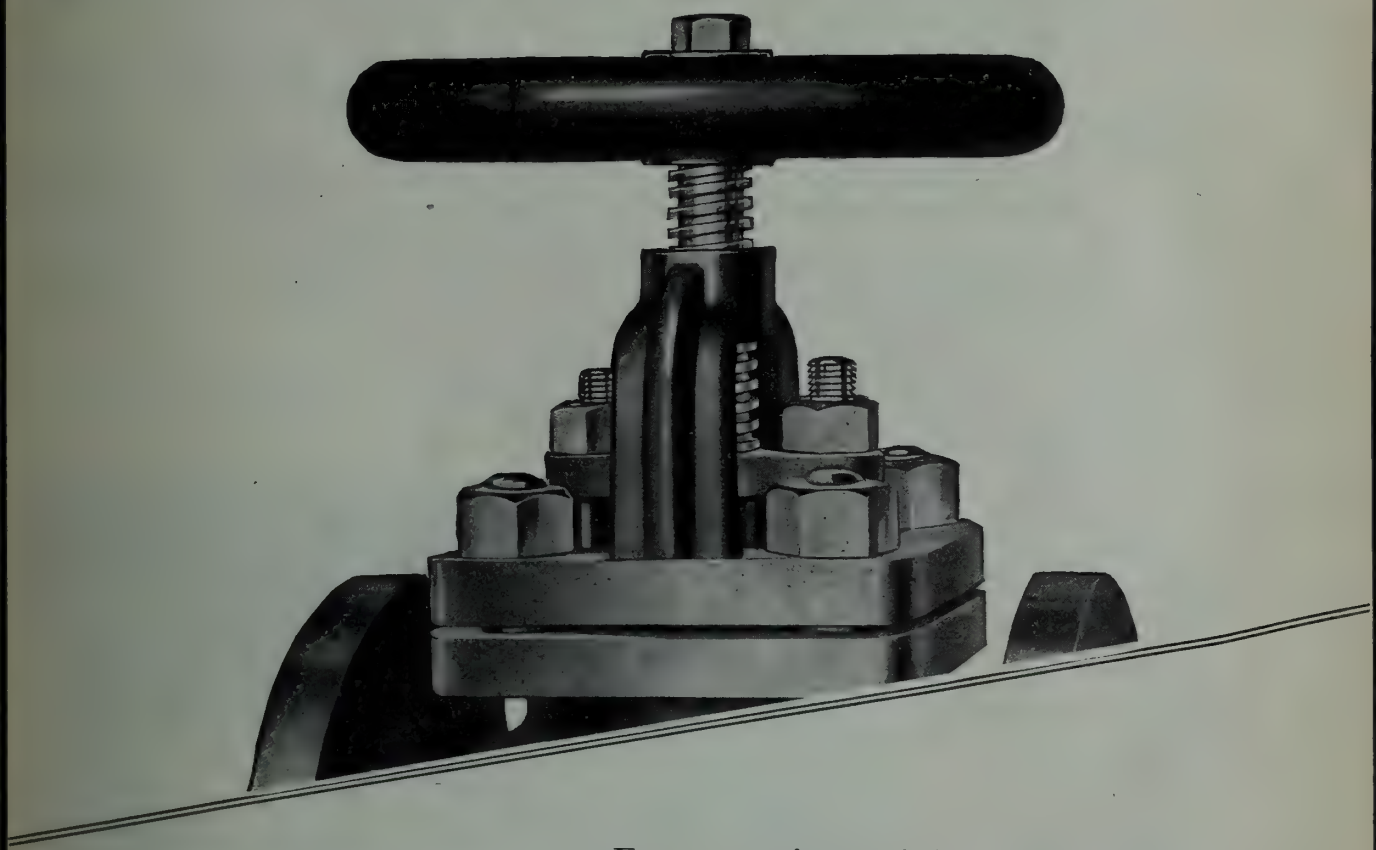
Ask us about the Veltum PNEUMATIC.

HYSLOP BROTHERS
LIMITED
Shuter and Victoria Sts., Toronto
Canadian Distributors

TORONTO—*the buying centre of Canada*

MORRISON

STEAM SPECIALTIES



"Every Installation is a Demonstration of Merit"

Four aces is a mighty good poker hand —but a straight flush is better. Morrison Steam Specialties are in the straight flush class when it comes to service and sales.

They make satisfied customers and allow the hardwareman a good margin of profit. Try them.

The James Morrison Brass Mfg. Company Ltd.

93-97 Adelaide St. W. TORONTO

TORONTO—*the buying centre of Canada*

Sell Hose Satisfaction

GOODYEAR Cord Hose carries the definite guarantee of the Goodyear Tire & Rubber Company of Canada, Limited. It bears the word "Goodyear"—with all that this means to the customer in reputation and unquestioned quality.

Goodyear Cord Hose is built to give greater hose satisfaction. Built after the manner of the famous Goodyear Cord Tire — from pliable cords imbedded in rubber.

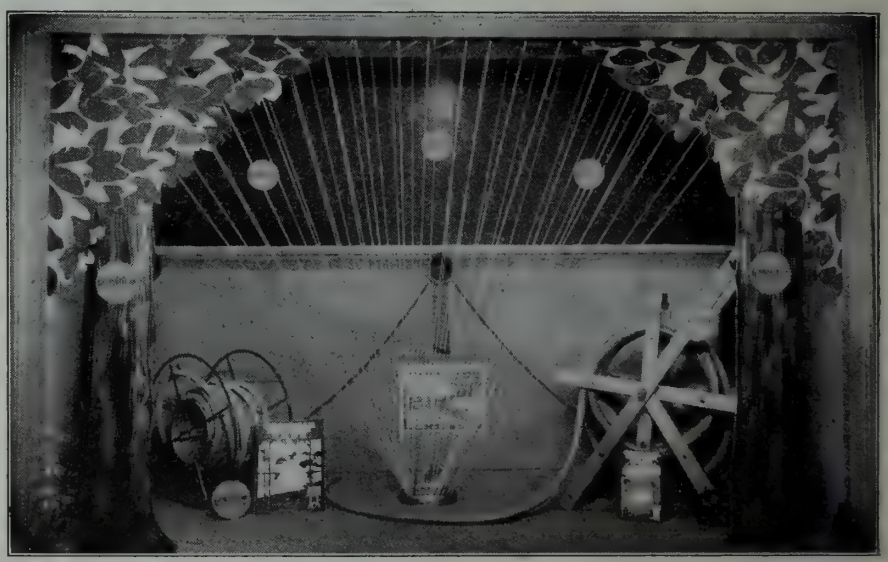
These cords preventing kinking and cracking—*give longer life at less cost.*

By selling Goodyear Cord Hose you sell satisfaction as well as hose. Satisfaction which means good will—increased business.

You can obtain Goodyear Cord Hose from your wholesaler or the nearest Goodyear branch.

The Goodyear Tire and Rubber Company of Canada, Ltd.
Toronto, Ont.

This is a sample of the many attractive window displays which may be made with Goodyear Cord Hose. Our advertising department will furnish display material free. Write for particulars.



GOODYEAR

MADE IN CANADA

CORD HOSE

TORONTO—*the buying centre of Canada*

The Toronto Plate Glass Importing Co., Limited

Don Roadway, Toronto

Noted for the Famous

RED "S" Window Glass

Plate, Figured, Stained, Wire, Bent, Mirror and Ornamental Glass.

Anticipate your needs and place your order now.

TORONTO—*the buying centre of Canada*

Brands that Sell

In Washed and Sterilized Cotton Wipers

Polishing Waste—
- Cream

White Wiping Waste—
- XXX Extra
- XX Grand
- XLCR
- X Empire
- X Press

Washed Cotton Wipers—
- White
- Light
- Dark

Colored Wiping Waste—
- Fancy
- Lion
- Standard
- Popular
- Keen

Wool Packing Waste—
- Arrow
- Axle
- Anvil
- Anchor

Manufacturers of Scyco Waterproof Tarpaulins, Waterproof Oil Clothing, Oil Horse Covers.

Headquarters for

Cotton Duck	Tarpaulins	Oiled Clothing
Tents, Flags	Cordage	Oakum, Pitch
	Twines	

Prompt deliveries of all the above lines. Samples and prices sent on request.

Scythes & Company, Limited

Manufacturers and Jobbers

MONTREAL TORONTO WINNIPEG

ANTHES

Adjustable Non-Syphon

SINK TRAP

This Trap is designed so as to be positively NON-SYPHONING, and is a very convenient and economical trap for use on either new or old work. Tapped for 1½" pipe and supplied with N.P. Slip Joint Nut and Cast Iron Sink Connection.

Approved by the City of Winnipeg Plumbing Inspector's Department.

Anthes Foundry Limited

Manufacturers of Soil Pipe and Fittings

WINNIPEG - - MAN.

Western Sales Agents:

STANLEY BROCK LIMITED

Winnipeg Calgary Vancouver

TORONTO—the buying centre of Canada

Easy to Put Up

Place Your Order Now

for

"Kasement" Doors

We have provided raw materials for double last year's output and will be able to ship all orders promptly—deliveries starting from January 1st, 1921. The demand for "Kasement" screen doors will be very heavy this coming season—get your orders in early.

Guaranteed not to SAG

We are also distributors of "Galvanized Rust-Proof Wire Cloth." This is a line every hardware dealer should stock.

KASEMENT SKRENE DORE CO.

269 WEST RICHMOND STREET, TORONTO

Factory: BURLINGTON, ONT.

COOKING UTENSILS

SHOULD BE MADE OF

BA Co LTD ALUMINIUM

TO ENSURE PURITY AND LONG LIFE. WE HAVE A STOCK OF SHEET AND INGOT ESPECIALLY PREPARED FOR THIS PURPOSE. SEND US YOUR ENQUIRIES.

THE BRITISH ALUMINIUM COMPANY, LIMITED

263-267 Adelaide Street W., Toronto

Eastern Agents: Spielman Agencies, Montreal

VIKO

Aluminum Cooking Utensils and Specialties

We have the largest and most complete line of Aluminum Ware in Canada. Your order will be carefully filled, and goods shipped as promptly as possible. Sort up for your Fall and Winter trade.

Catalogue and Price List on Request

Aluminum Specialty Company
OF CANADA

60 John St. - - Toronto

TORONTO—*the buying centre of Canada*

HOYT METALS

NICKEL GENUINE BABBITT

for which

NO LOAD IS TOO HEAVY
NO SPEED IS TOO GREAT

INGOT METALS
TIN
LEAD
ANTIMONY
SPELTER
COPPER

WHITE METALS ONLY
LARGEST MAKERS IN THE WORLD
SALES OVER $10,000,000.00 ANNUALLY

BAR
PIG
SOLDERS
WIRE
RIBBON

SHEET LEAD
LEAD PIPE
LEAD TRAPS
LEAD BENDS
LEAD FITTINGS
CALKING LEAD

FROST KING BABBITT

the

METAL WITHOUT A PEER
FOR GENERAL UTILITY WORK

HOYT METAL COMPANY

MONTREAL **TORONTO** WINNIPEG
NEW YORK LONDON, ENG. ST. LOUIS

TORONTO—the buying centre of Canada

THE LOUIS McLAIN COMPANY LIMITED

MADE IN CANADA

BY CANADIANS

FOR CANADIAN TRADE

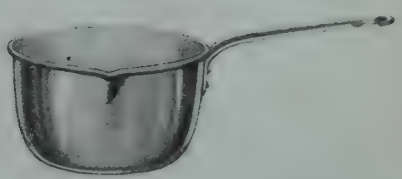
Lipped Preserving Kettle
Made in all Sizes up to 14 Qts.

Utility Kettle
1-3-4-5-6-8 and 10 Qts.

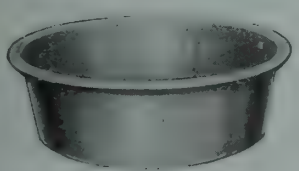
Double Boiler
1-2 and 3 Qts.

Dairy Pail
12 Qts.

Utility Sauce Pan
1-2-3-4 and 6 Qts.

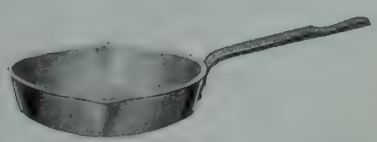


Double Lipped Sauce Pan
1-1½-2-3-4 and 6 Qts.



Pudding Pan
1-2-3-4-5 and 6 Qts.

All Utensils Made in Imperial Quarts



Double Lipped Fry Pan
9-10 and 11 Inches

The Louis McLain Company, Limited

Manufacturers of Aluminum Cooking Utensils

"The Louis McLain Line" "The Hudson Line"

GENERAL OFFICES AND FACTORY

2466-2480 Dundas Street West - TORONTO, ONTARIO

Branch Warehouses: KITCHENER, ONT.; WINNIPEG, MAN.

The Dufferin Memorial Gate, western entrance to the Exhibition grounds, showing the north grounds and bandstand.

Canadian National Exhibition Encourages Industry as a Means to Prosperity

THERE were many distinct features connected with the Canadian National Exhibition in Toronto this year which all serve to emphasize the importance of this event in the national life and industry of the Dominion. The exhibits, the attendance, the all-round interest in the fair, signified the great value of such an annual event in encouraging thrift and industry. To this end the underlying idea of this year's fair was "Work and Prosper."

Last year's attendance was very large chiefly because of the presence of H.R.H. the Prince of Wales, and it was not easy to provide attractions which would result in drawing sufficient crowds to equal or surpass the 1919 attendance. However, this feat was accomplished during the two weeks of this year's fair, a good start being given by the presence of such notables as Sir Auckland Geddes, British ambassador to the United States, and Sir Thomas Lipton, the former conducting the opening ceremonies.

In planning this year's Exhibition the authorities had in mind the fact that the readjustment to normal conditions after years of war was at a critical stage, and that every effort should be directed along the lines of encouraging industry and production.

Keen Interest in Exhibits

What was perhaps the outstanding feature of the exhibits was the fact that both exhibitor and spectator appeared to take much greater interest this year than for some time past. Those who reserved concessions for exhibits were on the ground much earlier this year to put their booths in shape and as a rule spent more effort to make the exhibits as attractive and educational as possible.

Added to this there seemed to be a tendency on the part of those visiting the fair to

take a keener interest in the exhibits than heretofore. This tendency may have been the result of a growing desire upon the part of buyers to look around before purchasing to see what was being offered, and where they might get best value. This tendency has been evident in all branches of trade of late, and it is possible that the Exhibition was used by many as an opportunity for seeing what was being offered and making a convenient comparison with other products.

Realize Value of Exhibits

This sharper interest was evident on the part of everyone at the fair, and in so far as exhibitors were concerned it is suggested that they were perhaps more anxious to develop new business this year than for some time past, and that they are beginning to realize more fully the value of making annual exhibit of this kind.

This year's fair indicated that there was an outstanding lack of space for exhibitors. The Electrical Building, the Transportation Building, the truck and automobile accessory sections were all overcrowded and many manufacturers were unable to secure space for booths. This fact is significant in view of the fact that the rates for concessions were higher this year than in the past. Making an adequate charge for the booths will place the Exhibition on a better paying basis and allow of greater development.

Rural Facilities Much in Evidence

Another feature of the Exhibition was the large number of exhibits of lines of interest to rural districts. These included water systems, electric lighting outfits, labor saving devices, etc., such lines as are designed to give rural Canada the conveniences formerly enjoyed by the city only.

The multiplicity of lines shown, the fact that the exhibits demonstrate that the newest productions are receiving the utmost attention, and that the Exhibition is keeping step with the times as regards new developments in all parts of the country, indicate that the fair is living up to its reputation of being national in scope and is filling an important position in Canada's industrial life.

The Manufacturers' Building, viewed from the fountain, showing large crowds on the Plaza.

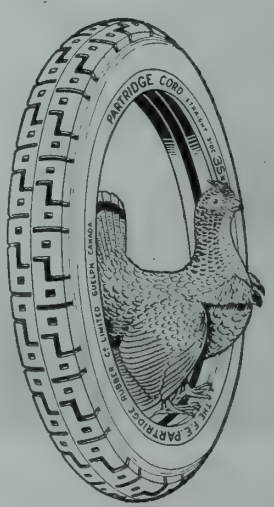
Samuel Trees & Co., Limited

One of the Most Imposing Displays in the Manufacturers' Annex

AS you entered the Manufacturers' Annex, under the Grandstand, you could see the "Samuel Trees" exhibit along the south side of the building taking up a goodly portion of the west half. The exhibit was a most commanding one, nicely arranged to the smallest detail and showing a wide range of lines manufactured and wholesaled by the firm.

It is quite safe to say that very few of the million and over visitors missed seeing the "Samuel Trees" exhibit, for the Manufacturers' Annex was crowded from morning to night and at times was apparently the most popular building on the grounds.

One thing that was noticeable was the courteous attention extended to the visitors by the men in charge of the exhibit. They were kept busy explaining the merits of the various articles on display—articles which to some were entirely new, such as the Hart Storage Battery, Primolite Lens, Se-ment-ol and other auto accessories.



It was quite evident this year that for some reason or other people were more than ever interested in the exhibits and were persistent in their endeavor to learn the main points of superiority of the various goods on display. There was evidence of a growing tendency to be more discriminating.

If interested tear out this page and place with letters to be be answered.

Exhibit at the "Ex"

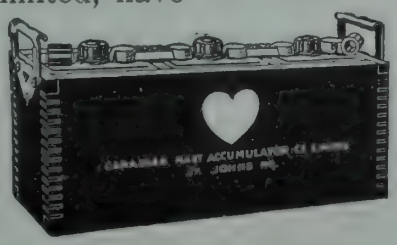
It Attracted Alike the Motorist and the Horse Admirer

The "Samuel Trees" Exhibit was the finest the firm have ever had, comprising as it did a very wide range of lines of interest to both motorists and horsemen.

Since the automobile has become a competitor of the horse this firm have gone into Automobile Accessories, making a phenomenal success right from the start. This has been done without interfering in the least with their harness trade, in fact, despite the fact that the automobile is fast replacing the horse for certain uses Samuel Trees & Co., Limited, have through their advertising created a splendid business from coast to coast in Imperial Brand Harness. There will always be a place and use for the horse. Old Dobbin is far from being relegated to the scrap heap and Imperial Brand Harness has a bigger sale to-day than ever in the history of this old-established company.

Samuel Trees & Co., Limited, are acting as the distributors for Ontario for the Hart Battery. This is a well-known British-made battery now manufactured in Canada. It is meeting the needs of the Canadian trade and standing up well.

The Hart Storage Battery was used universally by the British Navy and exclusively by the British submarines, the heaviest users of batteries in the British seas service.



Other lines exhibited were: National Auto Body and Auto Top Dressings. Partridge Tires were attractively displayed as shown on the opposite page.

If interested tear out this page and place with letters to be answered.

A Notable Exhibit of AutoStrop Razors

IN the central foreground of this interesting exhibit was a large show case that held the attention of the crowds of visitors. Beautifully arranged within it, and shown in a most attractive manner, were samples of the AutoStrop Razor in their handsome cases.

The walls of the exhibit were very effectively panelled; each panel serving to display various pieces of the very striking AutoStrop Safety Razor advertising. Of particular interest, centrally placed on the rear wall, was a large placard bearing in prominent letters the words, "Valet AutoStrop Safety Razor. Made in Canada."

At the two sides were bright-colored hangers, one of which read: "Nothing to take apart or get lost from Start to Finish —Stropping, Shaving, Cleaning. Sharpens Itself." And the other: "500 Comfortable, Quick Shaves Guaranteed from Every Dozen Blades. Sharpens Itself."

The AutoStrop Safety Razor Exhibit has served a wonderfully useful purpose, not only by its educational influence on the crowds of consumers who have seen this display, but by largely increasing the number of men who will enjoy better, quicker shaves from the AutoStrop Razors they will seek at the retailer's store.

T. S. Simms & Co., Limited

Two large, handsome models of the famous Simms Lather Brushes mark the entrance way to one of the most attractive and useful exhibits on the grounds—the Simms Brush Exhibit.

A large, centrally located show case shows an almost bewildering array of hundreds of Simms Lather Brushes, but to the trade they appear as an orderly arrangement of samples of the 200 odd lines made by this enterprising company. Among these are some brushes of extra large size which show more clearly the wonderful quality of the Badger. To the rear and at the sides, panels are cleverly arranged to show, alternately, painters' and household brushes in a very instructive way.

Agreeably colored counter pads, pennants and other attractive advertising matter of the Simms Company decorate the walls in a bright, pleasing manner. Prominent among these are the slogans: "The Product of Canada that leads the World," and "The Sun Never Sets on Simms Brushes."

Visitors to this exhibit recall to mind the fact that there is no other company in Canada which makes so many of the brush parts; such as celluloid parts, ferrules, handles, etc., involving many separate trades. Until a few years ago these had to be imported from the United States. This is but a continuation of the Simms policy of leading. They were the first to have machines for making solid back brushes in Canada. They were first in making Set in Rubber brushes, about 9 years ago.

The location of this exhibit has been fortunately chosen. Located on one of the wide aisles near the centre of the Industrial Building it is possible for the interested crowds to see this exhibit in comfort. It is hard to miss it and every day thousands of consumers are getting the preliminary information that eventually leads them to the local dealer's counter, more than half sold, by reason of the superiority of Simms Brushes.

Brandram-Henderson

THIS is a particularly striking exhibit that appeals to consumers especially. The first impression is one of pleasure caused by the attractive color display of the various contributing factors of the exhibit.

The illustration above shows the model store front—a beautiful work of genuine oak and plate glass and very much more costly than it is usually thought to be by the uninitiated. It is interesting to see from this model store front how easily a window can be dressed with the effective B-H cans. It doesn't take an advertising man to know that the B-H "package" is right and everybody knows the influence of the package on modern sales. A B-H window can be very quickly dressed.

Thus display quality of B-H labels is especially noticeable on the large revolving paint stand where the element of motion adds to the attention-getting qualities of the labels on the hundreds of cans of B-H products shown.

Strikingly attractive wall panels decorated with B-H advertising matter and embodying the "Save the Surface" slogan very prominently, furnish an effective setting for the whole display. Small, but handsome, oak stands scattered throughout the exhibit feature "China-lac," "Fresconette" and the varnishes: "Gold Medal," "Dependon," "Maritime Spar" and "Everlastic."

A large, clearly lettered display card shows a list of the 23 foreign countries where B-H products are sold outside of Canada, and also gives the locations of factories and warehouses in Canada.

This beautiful and practical display is interesting, not only to the trade, but also to thousands of consumers who are favorably reminded of their local B-H dealers. Such an exhibition serves to jog the memories of many consumers with half-formed plans for painting with B-H products.

If interested tear out this page and place with letters to be answered.

Jones & Shipman Limited

Leicester, England

THE only Old Country exhibit in Machinery Hall is a special attraction and has a particular interest for the Canadian hardware trade, as is shown by the attentive throngs who are so much interested in this excellent line of "J & S" Small Tools.

The high standard of manufacture of this complete range of British-made tools has aroused much favorable comment from the many members of the trade who enjoyed the opportunity of seeing them, expressing their desire to support British trade. A feature of the exhibit is the practical, useful way in which it has been arranged. A very favorable idea of the line is presented and the display arranged in a logical sequence that lends much to its instructive and educational value.

This exhibit has been seen by thousands of interested observers—not only members of the trade list, but by a very considerable number of manufacturers, machinists and other users of the tools. It is self-evident that a still greater knowledge and appreciation of this line has been spread among representative prospects who are patrons of hardware stores in all parts of the Dominion. Not least among these are many practical buyers who have made good use of this opportunity to observe the superior feature of the "J & S" range of small tools.

It will be found greatly to your advantage after comparison of discounts to stock "J & S" range of small tools. A complete range of these tools is carried at the Canadian warerooms.

This firm are publishing a complete list of "J & S" Tools and will be pleased to forward same with resale discounts to any bona fide hardware dealer upon request to **163 King St. East, Toronto.**

If interested tear out this page and place with letters to be answered.

McClary's

THIS unique exhibit showing the application of modern methods of cooking to four model kitchens was greatly appreciated by Canadian housewives. Thousands of people are interested in this educational exhibit.

The corner booth was handsomely and attractively fitted with modern kitchen appointments, as are all four of these women's model workshops. This one was devoted to the Simplex Range—the remarkable coal and gas range that can be changed from gas to coal, literally and practically by a turn of the wrist. A touch of the mechanism lowers the gas burner below the oven floor and closes the opening, leaving the oven with the appearance of the regular coal oven. This handsome range has white enamel splashers; bright, attractive nickel trim; a burnished top that requires no blacking. It can be fitted with a water-front, and uses either natural or artificial gas. The one shown exhibits the excellent broiling closet for fish, steaks, etc. Two specially important points are the flame spreader for even distribution of heat in the oven, and the advantage in design that permits the range to be set in a space of only 39 inches.

The next kitchen shows the use of coal and oil fuel. The coal range is the well-known "Happy Thought" cast range with the beautiful tiled splasher, nickel front closet with mirror, glass oven door and a deep, roomy fire box giving lots of hot water when the water-front is used. This is a special feature of the "Happy Thought."

The Florence Oil Stove does away with the old-time nuisance of supplying wicks, as it is practically a gas generator. It is free from valves—a purely gravity system. The supply tank is safely away from flames with no danger of explosion. A glass plate in the tank indicates the supply of oil. The Florence tank heater, for districts without gas or where the supply is low, is fitted with twin copper coils, and has two burners. It is much sought by owners of summer homes.

The third kitchen shows the famous Kootenay Steel Range with its well-known, handsome, nickel trim and roomy warming closet above. Here, also, is the splendid Cabinet Gas Range surrounded by admiring consumers, all prospects for their local dealers. The glass door and thermometer, as well as the handsome, satin-black finish attract favorable attention. The warming closet is large. A special burner in the lower closet permits boiling without odor in the house. A canopy connected with fume pipes carries off all odors from the open-burner cooking. White porcelain match tray, an automatic lighter, and availability for either natural or artificial gas, all interest the crowd of future buyers.

An idea of modern possibilities is suggested by the McClary's Electric Kitchen with the handsome McClary's Electric Range. Remember that electricity is cheap in Canada and easily supplied. A washable, sanitary, seamless oven, acetylene-welded and nickel-finished, is a feature of interest. The elements are removable and being of the porcelain filled type, take no longer to heat than average open elements, yet they are protected from material boiling over and are safer. The insulation is extra heavy. A convenient kitchen heater can be attached for the chilly days of early spring or late fall.

This entertaining exhibit convinces thousands of consumers who will soon be in search of their local dealers.

Fire Cannot Live a Second

Thousands Marvelled at the Simplicity and Efficiency of the "Pronto" Fire Extinguisher as Demonstrated at the Canadian National Exhibition.

PRONTO is new in Canada. But it is backed by one of the largest corporations in the world. It is a tried, proven fire-fighting success. It is being marketed extensively through hardware stores, general stores, and garages. Should your dealer not have PRONTO write us for full and free particulars.

In your home—in your office—your garage. Do you really know how you can best put it out—quick—before it does serious damage?

Few people have fire extinguishers—while every person has often thought that he should have one.

But the price—the high cost of a chemical extinguisher has deferred your purchase and that of thousands of people around you.

But now, PRONTO is here—the first practical fire extinguisher at a reasonable price.

PRONTO
Stops Fire Quick

PRONTO is simple—as a household fire extinguisher should be.

No lever to operate—no valves, no complications.

Just the most effective fire extinguishing agent known—put up in an especially perfected, capped glass container, and installed in a simply fool-proof bracket. When fire starts simply pull from bracket and dash contents into the fire. Caps come off as PRONTO leaves bracket. A child can use PRONTO as effectively as any man.

And when PRONTO strikes the fire—any fire, wood, oil, gasoline, rags, paper—it chokes it instantly.

But the big thing about PRONTO is its small cost. You can afford to protect every danger spot with PRONTO—the kitchen, fire-place, cellar, garage—because it costs about one-quarter of that of the ordinary "one place" pump extinguisher.

Special discount to dealers. Write for full information.

Sole Canadian Distributors **PRONTO COMPANY** **56 Imperial Bank Bldg., Yonge and Queen Sts., Toronto**
Phone, Main 2986

If interested tear out this page and place with letters to be answered.

The Curtain is Lifted

Mrs. Asquith tells of secret occurrences at 10 Downing Street

"His frank, desert eye was misleading and he was less like what the public thought him than it is possible to imagine," writes Mrs. Asquith, in discussing Lord Kitchener. Her estimate of the great soldier is frank and unusual, not to say sensational; for Mrs. Asquith, who saw him perhaps every day during the time that Kitchener acted as Minister of War, tells things about him that the world would never have guessed. His "methods were Oriental," she declares; "he was a great diplomatist; he had power and charm, but limitations; he hated war; a lovable, clumsy fellow with a touch of genius."

Perhaps in no part of her memoirs, which are running serially in MACLEAN'S MAGAZINE, does Mrs. Asquith show a more individual insight or write more interestingly than where she deals with her recollections of 10 Downing Street and the great men who came there during her husband's tenure of office. In the September 15th issue (now on sale) she not only gives unreservedly her real opinion of Kitchener, but she tells quite as frankly of Milner, Botha—"a far greater figure than either Kitchener or Milner, one of the biggest men I have ever known"—Morley, Burns and others. Furthermore, she tells almost casually of strange things of tremendous importance that happened at that time and which have never been told: How Kitchener had to hurry to France early in August, 1914, to order French to attack rather than to withdraw from Paris; how the Germans secretly sued for peace two days after the Asquiths left 10 Downing Street; how Botha believed the peace treaty to be a bad one; what happened at 10 Downing Street the night that war was declared, and so on. It is a most astounding narrative and written in the fascinating, facile style that characterizes all of Mrs. Asquith's output.

Other features of Sept. 15th issue MACLEAN'S

Will the Old Parties Unite?

J. K. Munro, in his review of Dominion politics, suggests that a union of the two old parties is a possibility—they are "gradually drawing together to resist the offensive of the common enemy,"—the farmer. The only thing that can prevent it, he believes, would be that "some King Canute may arise to beat back the threatening waves of farmer votes."

Frontier Days in Winnipeg

Col. George H. Ham continues his remarkable series of reminiscences, with some stories of life in Winnipeg in the old days.

A Soldier at McGill

The story of how and why Sir Arthur Currie came to take the head of a great university.

"The Little Warrior," by Pelham Grenville Wodehouse. **"The Parts Men Play,"** by Arthur Beverley Baxter. **"Astigmatism,"** by Archie P. McKishnie. **"The Perfect Average,"** by C. W. Stephens.

Review of Reviews

In the Review of Reviews Department, which gives extracts from the best articles appearing the world over, the following will be found:

Germany Must Still Hate England By Admiral Von Tirpitz
The Growing Power of the Vatican By Sisley Huddlestone
Is the Peace Treaty Dead? - - By J. M. Keynes
Underground Routes in Europe - - By Henry Alsberg
Money Monopoly No Longer Possible - By Samuel Crowther
The Miracle and Menace of the Red Army By Horst Lemhardt
The British Outwitted the French - By Charles Vellay
The Recovery of Belgium - - - By Will Irwin
Was Lenin a Police Spy? - - - By Demonax
Prison Cruelty - - - - - By Number 13
Armistice Was Not a Mistake
Queer Stories of the Kaiser - - By G. Ward Price

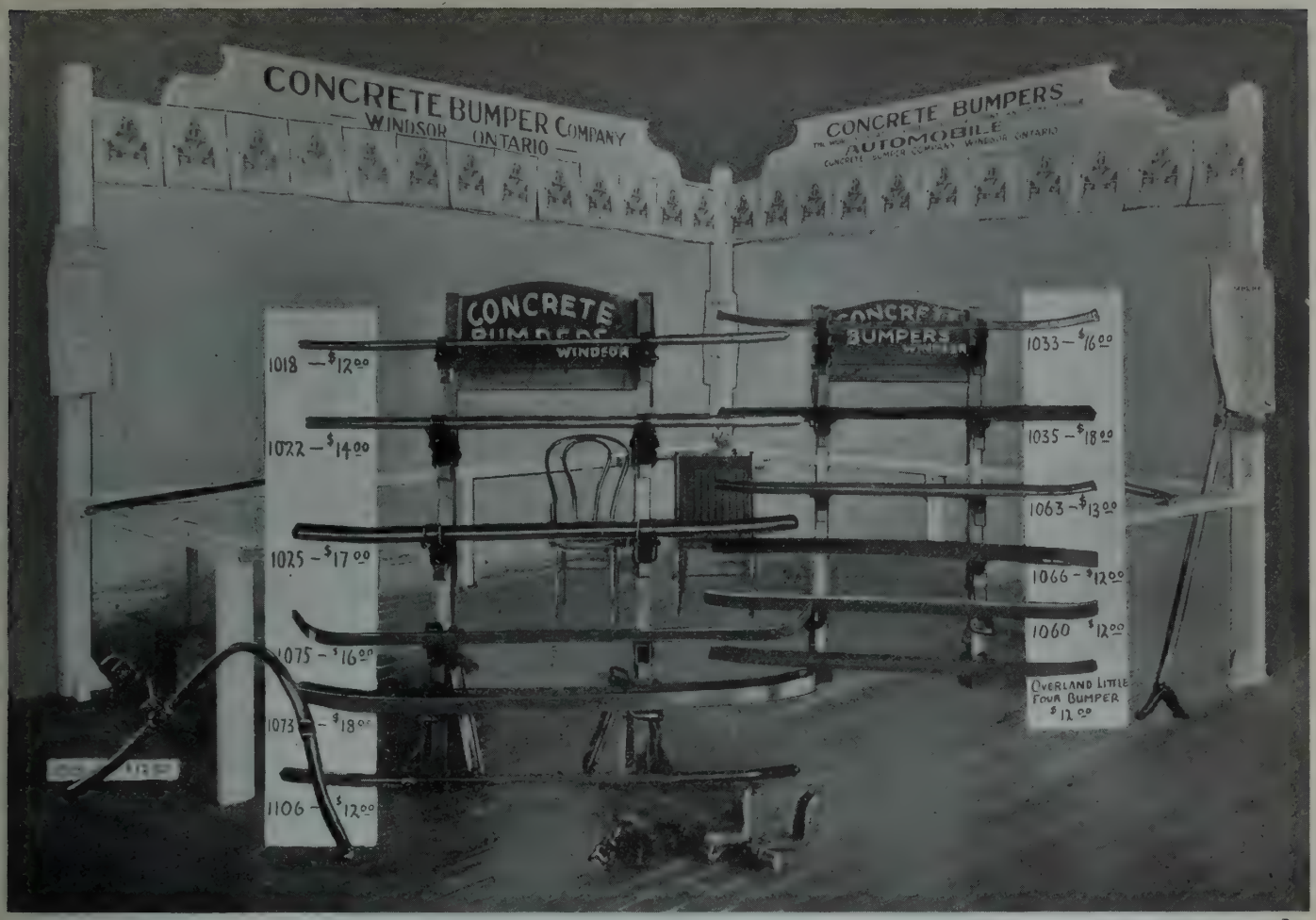
Over 80,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

SEPT. 15th ISSUE *On All News-stands* *20c*

If interested tear out this page and place with letters to be answered.



The Concrete Bumper Company

THIS striking exhibit in the Accessory Building gets right down to "brass tacks" from the moment of the visitor's first attention. The emphasis placed on buying Canadian-made goods favorably impresses observers of this attractive display.

In the immediate foreground are two display racks with samples of some of the 72 styles of famous bumpers made by the Concrete Bumper Co., including the Concrete Filled Bumper, Spring Steel Bumper, Channel, Hexagon Channel and Diamond Rod Bumpers.

A feature that unfailingly interested the crowd was the bent bumper which can be seen in the photograph above. This bumper is said to have saved the lives of several passengers in a car which, while travelling at 45 miles an hour, collided with a telephone pole. The car was practically undamaged. Its effective action, and the lives saved in consequence, are very convincing evidence of the desirability of Concrete Bumpers on every motor-car. This case was not an isolated example. The second bumper from the top in the right-hand display rack has, on successive occasions in collision, performed its duty efficiently and well.

It is evident that such a practical, convincing exhibit as this, showing the Concrete Bumper and what it actually can do and has done, has an undoubted effect in convincing consumers in great numbers who ultimately apply to the hardware trade for these reliable and trustworthy Concrete Bumpers.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz...........	$17 50
No. 2, doz...........	17 60
No. 3, doz...........	19 80
No. 4, doz...........	21 56
No. 5, doz...........	23 76
No. 6, doz...........	26 40

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$2.85.
F.O.B. Montreal. Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc. Doz.

Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 6 in. and shorter, net list.
Carriage Bolts ($1 list), ⅝ in. dia. and longer lengths, list plus 10%.
Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.
Machine Bolts, 7-16 in. dia. and larger, list plus 10%.
Sleigh Shoe Bolts, all sizes, list plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, list plus 10%.
Bolt Ends, list plus 10%.
Plow Bolts, 1, 2, 3, HEADS, net list.
Plow Bolts, others, list plus 20%.
Elevator Bolts, large heaad, list plus 10%.
Elevator Bolts, corrugated heads, 20%.
Fancy Head Bolts, list plus 10%.
Shaft Bolts ($3 list), list plus 10%.
Step Bolts, large head ($3 list), list plus 10%.
Whiffletree Bolts, list plus 10%.
Nuts, 2 in., and smaller, square Blank, add to list $2.25.
Nuts, 2 in. and smaller, square Tapped, add to list $2.75.
Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.
Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. .11c-12c
F.O.B. Montreal, London, Toronto.

BRASS Base

Sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS Dozen

Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12, No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each........	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto London.

COBBLER SETS

Common, per set	$0 93
No. 3, per doz.	11 25

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

Electric Welded	Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 46
Plain Tinned, 16 oz. and heavier, lb.....	0 48	....
Polished and Tinned, 16 oz. and heavier, lb.	0 52	0 50
Tubing, lb.	0 50	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....

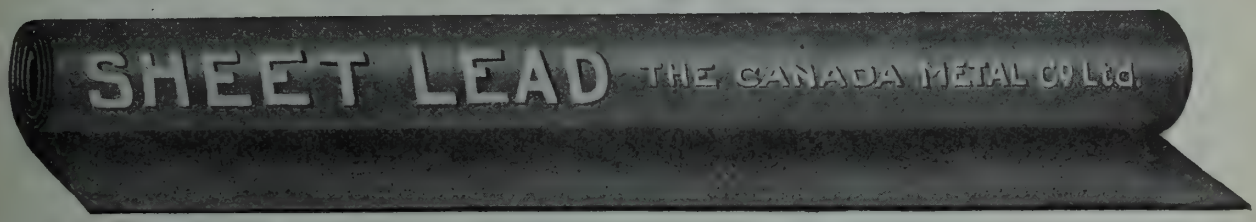
Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛.........	$0.45	19/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

SHEET LEAD



LEAD PIPE

We make LEAD PIPE up to TWELVE INCHES in diameter LEAD TRAPS LEAD BENDS SOLDER

We Make SHEET LEAD up to EIGHT FEET WIDE and can make PROMPT SHIPMENT

Our Specialties: BABBITT, SOLDER, LEAD PIPE, SHEET LEAD

THE CANADA METAL CO., Limited

HEAD OFFICE TORONTO BRANCH FACTORIES HAMILTON MONTREAL WINNIPEG VANCOUVER

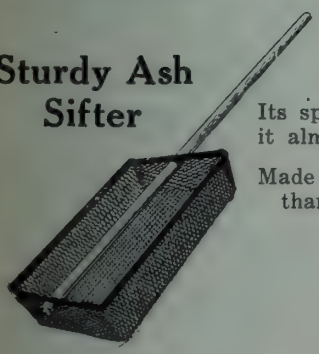
G. S. Collins

C. W. Collins

C·M·C
SATISFACTION STURDY GUARANTEED
TRADE MARK

A Trade Mark Lived Up To

Sturdy Ash Sifter



Its speed makes it almost dustless

Made stronger than ever.

A Perfect Pipe

25 to a crate

Made in all sizes and half lengths.

The New Century Drum

Drums that save the otherwise lost heat.

Elbows, Tapers, T's Dampers, Etc.

The Collins Manufacturing Company

327-331 Symington Ave., Toronto

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

DUSTERS, HAND

O-Cedar $9 00

Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer. Nov. 1, 1899.	50 %
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 75	0 85
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$ 9.00
No. 33	10 70
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE Doz.

Sisal, 7-16 in.	$25 00
Do., 9-16 in.	38 00
Jute, 7-16 in.	25 00
Do., 9-16 in.	38 00

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to 9 lbs.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal 13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12 in., $7; 15-in., $7.50; 18-in., $11; 21 in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21 50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$23 00
Corrugated, ⅝ in., 100 ft.	26 00
Corrugated, ¾ in.	29 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 10
Common, plain, 3, 4 and 5 lbs.	15.60
Common, plated, 4-5 lbs.	17.50
Common plated, 6 lbs. and up	.....
Plain, 6 lbs. up	12.40

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$15 00
Do., Japd.	15 00
Long Globe, plain	15 00
Do., Japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz cases	$1 20 doz.
3 doz. cases	1 15 doz.
6 doz. cases	1 10 doz.
Cold blast, genuine ruby	5 50

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz

Steel Thumb, No. 2	$2 35
Steel Thumb, No. 3	3 10
Steel Thumb, No. 4	3 20
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
Momentum	20 25
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	.....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00

	List, each
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	26 00
Patriot	23 00
Jubilee	12 30
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	9 70

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 71

MOPS Doz. Net

Liquid Veneer		$16 00
O-Cedar, less handle		12 60
Do., with handle		14 70
S. W. Mops, complete		6 30
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 35
Crank wringing	8 25-	9 60

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph. London. Hamilton. Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b London: Hamilton, Milton, $6.25 base; Toronto, $6.40.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price

Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

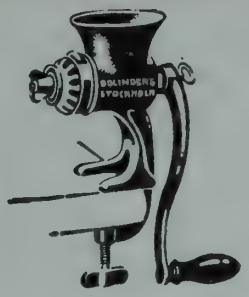
Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

BOLINDER'S

FOOD CHOPPING and MINCING MACHINES



THE "BOLINDER" FOOD CHOPPERS

Adjustable for chopping meat—coarse, medium or fine. Can be used to the same advantage for mincing fruit, vegetables, eggs, cheese, etc. Ahead of every other make on account of their many-sidedness.

Food Choppers made in 4 sizes.

The "BOLINDER" Mincing Machines

Are of the very highest standard. All surfaces are smooth to prevent the accumulation of dirt and to facilitate cleaning. Made in 9 sizes

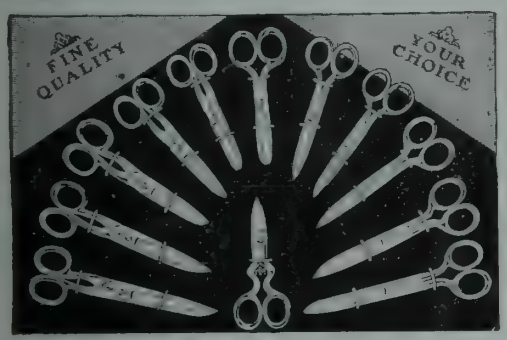
Both machines are constructed on the American system and all parts standardized to interchange with other machines of the same type.

The **Cutters** are of case-hardened Swedish steel, specially tempered and practically blunt-proof. The **Tinning** is extra heavily coated by expert workmanship with purest tin.

Exclusive selling rights granted to dealers where we are not actively represented.

For catalogues, prices and terms please write.

J. & C. G. BOLINDERS MEK. VERKST. A. B., STOCKHOLM, SWEDEN



Shears and Scissors

Profitable for Import

"Acme" shears and scissors are of special interest to dealers because of their extremely low price for the excellent quality. "Acme" offers a splendid line to sell in conjunction with a high-priced line. Their famous, specially hardened, sharp cutting edges "deliver the goods" for the consumer and thus bring repeat sales and future business to the dealer. An output of 35,000 pairs daily insures satisfactory delivery.

Write for Catalogue No. 5

The Acme Shear Co.

Bridgeport, Conn., U.S.A.

Incorporated 1882
Capital Stock, $500,000

Canadian Agent:
Mr. A. J. McCrae, 23 Scott St.
Toronto

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue

The Wm. Cane & Sons Company, Ltd

Manufacturers NEWMARKET, ONTARIO

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

Less 10%.

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 30
Black oil (winter)	0 30½
Imperial Kerosene tractor	1 45
Capital, cylinder	1 00½
Machine oil, regular grades	0 63
Imperial gas engine oil	0 65
Paraffine	0 45

List, less 15% on above.

Polarine Oil, list	1 45
Polarine Oil, heavy, list	1 45
Polarine A, list	1 45

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle Mobiloil, A	180

List, less 15% on above.

Fuel oil, bbls., net	21 80
Fuel oil, tank cars, net	19 80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. roll	Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor	1 50	1 50
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor	1 70	1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 75	1 75
Joliette Sheathing	1 25	1 25
Do., tarred	1 40	1 40

	Per 100 lbs.
Monarch Sheathing, white	6 50
Do., gray	5 50
Straw Sheathing, heavy, dry	8 05
Spruce Sheathing, 36" and 72" wide	11 75
Asbestos Sheathing	13 50
Carpet Felt	9 00
Tarred Felt, 7, 10 and 16 oz.	6 05

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs. 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 10
4 gross (cartons), 4-in.	2 10
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 31	7.41	5 91	8 01
⅜ in.	5 31	7 41	5 91	8 01
½ in.	7 10	8 63	7 95	9 48
¾ in.	8 80	10 87	9 95	12 02
1 in.	13 01	16 07	14 71	17 77
1¼ in.	17 60	21 74	19 90	24 04
1½ in.	21 04	25 99	23 79	28 74
2 in.	28 31	34 97	32 01	38 67
2½ in.	44 75	55 28	.....	.....
3 in.	58 52	72 29	.....	.....
3½ in.	74 06	90 62	.....	.....
4 in.	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$32 01	$38 67	$35 71	$42 37
2½ in.	48 26	58 79	54 11	64 64
3 in.	63 11	76 88	70 76	84 53
3½ in.	75 90	92 46	85 10	101 66
4 in.	89 93	109 55	100 83	120 45
4½ in.	1 05	1 29	1 30	1 54
5 in.	1 22	1 50	1 52	1 80
6 in.	1 58	1 95	1 97	2 33
7 in.	2 06	2 53	2 53	3 01
8L in.	2 16	2 66	2 66	3 16
8 in.	2 49	3 07	3 07	3 64
9 in.	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in.	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 25 to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal	Montreal	Toronto
Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

Per box	Tor.	Mont.
IC, 20x28 112 sheets	....	27 00
IX, 20x28 112 sheets	....	30 00
IXX, 20x28 112 sheets	....	33 00
IXXX, 20x28 56 sheets	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40

No.	Each
70	$6 75
80	6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square	Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Red Star, 3 ply	2 75	2 80
Liquid roofing coating, per gal., in bbls.	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	10 50	....
Coal tar (crude)	9 25	....

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 92
Do., ¼ in. and up	0 90

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50
Discount 10/5%.		

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamiltor.

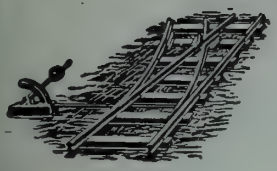
SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

G R

MINISTRY OF MUNITIONS



THE DISPOSAL BOARD HAVE

STOCKS

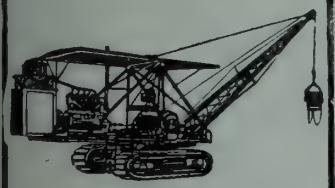
LYING IN THE UNITED KINGDOM

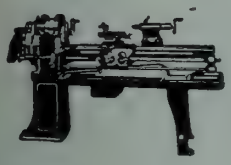
and

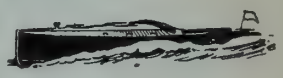
AVAILABLE FOR EXPORT

of

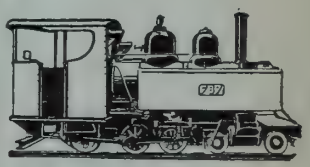
ENGINEERING STORES

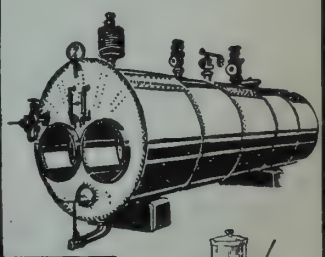






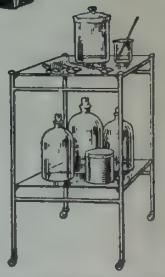
- Ferrous and Non-Ferrous Metals
- Plant and Machinery
- Steam Engines and Boilers
- Factory Stores
- Machine Tools
- Railway Material
- Contractors' Stores
- Electrical Instruments and Machinery
- Medical Stores
- Chemical and Explosives
- Motor Vehicles
- Agricultural Machinery
- Aircraft
- Furniture
- Textiles and Clothing
- Boots and Leather Equipment
- Motor Boats, etc., etc.





Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested tear out this page and place with letters to be answered.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $20 00
Golden Clipper 20 95
Little Giant 22 00
Bush 20 50

SNATHS Doz.
00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 00
Bush 17 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 50	$13 00
26 gauge ...	13 25	12 95
24 gauge ...	12 65	12 35
22 gauge ...	12 30	11 90
20 gauge ...	.....	11 75
18 and 20 ga.	11 60	....

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 65
Galvd. 7 65

STOVES
Oil Burning Cooking — List each
Perfection No. 32, 2-burner..$25 50
Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net......... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters — List
No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 50
Hot Blast ....Plus 10%
Discount 30% off list.

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b..................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario..........$10 00

TACKS Discount
Wire Tacks ....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings ....Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Ppright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 15 in......$12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 add 25% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 50
Jump, No. 1 .... 3 70
Hawley & Norton, No. 1.... 5 00

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $1 04
Cones, 3-ply, lb. 1 00
Do., 4-ply, lb. ....

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 30%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2................ 23%
Bath Cocks—Compression ... 25%
Flatway stop and waste cocks, Standard 25%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, stand. add 10%
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard ....add 5%
Gate or Straightway .... Net
Jenkins Gate Valve 10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves
Gate Valves ....Net list
Regrinding Valves ......Plus 7½%
Swing Check Valves .....Plus 15%
Compodisk Valves.......Plus 7½%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 25%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus 66 1-3%

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs..	$5 10	$5 60	$7 00
Section, ½ lb., per 100 lbs..	5 50	6 20	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 90	6 00

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 —
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base 6 00
Annealed base 6 25
Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 .... $10 00
No. 19 .... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern; 20% on genuine.

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E......... 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 102 00
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 127 00
Bicycle 115 00
Safety 103 50
Eze 110 00
Rapid 100 00
Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-
Stove Pipe Thimbles, 40%.

TINKER TOM'S TALKS.

No. 277

THE NEVER-FAIL OIL or GASOLINE CAN

Now comes the season when days grow short —the old lantern and the oil stove come into use — and here's a grand 5-gal. can to safely hold the precious oil. Finished also in brilliant red for gasoline. Nothing like a little reserve stock at home.

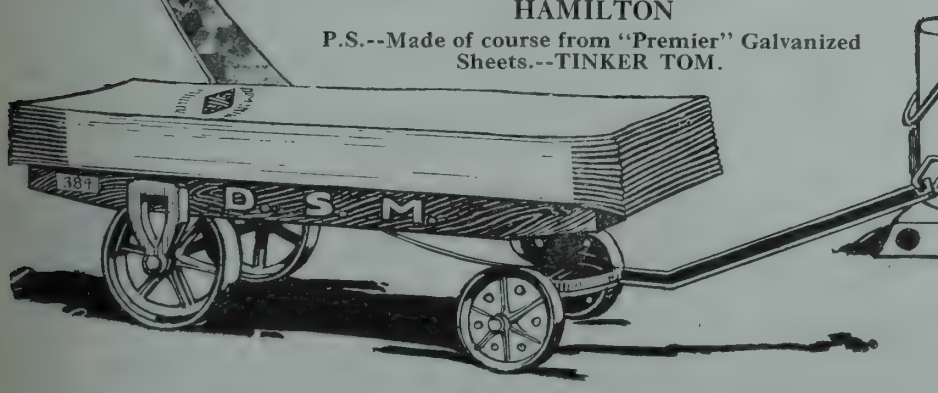
Trade Supplied by

H. S. HOWLAND, SONS & CO., LTD., TORONTO
or any Hardware Jobber

Made by

NEVER-FAIL PRODUCTS, LTD.
HAMILTON

P.S.--Made of course from "Premier" Galvanized Sheets.--TINKER TOM.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	7 50
Hillcrest	7 90

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	...
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50- 7.00

F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	1 15
1s (1 doz.)	13 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 00
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$10 00
Less, per lb.	0 13

SHELLAC

	Pure white	Pure orange
Per bbl.	$8 25	7 50
Gal. jugs	8 75	8 00

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Car Tar, refined	10 50	10 50
Coal Tar, crude	9 25	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 84
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 15
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20
C. D. Wall Coating, white		9 60
Do., colors		9 60

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

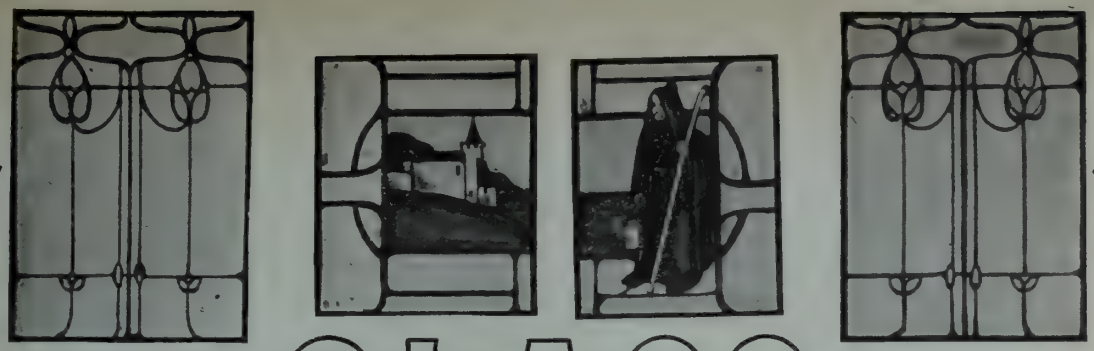
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls. 3 25
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	$3 75
Methylated Spirits	2 95

F.o.b. Montreal, Toronto, London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

PRESERVING KETTLES

These kettles come in Colonial and Premier, Blue and White outside and lined in pure white, with cover and bale handle, and lipped.
Davidson quality throughout, strong, simple, serviceable and enduring.

We shall be glad to supply, in addition to our general catalogue, information on Pierced Tin Ware, Japanned Ware, Spoons and Forks, Stoves, Tinners' Trimmings, etc.

The Thos. Davidson Mfg. Co. Limited

Head Office Montreal
Phone Vict. 1492

Branches: Toronto and Winnipeg
Steel Foundry Division: Lachine Canal, Turcot.

DAVIDSON

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.
Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.
Farriers Clip Horn, 30c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ....25% on list
Gilmour ....10% on list

AXES

Single Bit $17 50 $19 00
Double Bit 24 50
Broad Axes 60 00

AXES, BENCH

No. 2 .... $22 00
No. 3 .... 24 75
No. 4 .... 26 95
No. 5 .... 29 70
No. 6 .... 33 00

BAR IRON

Bar Iron—Round and square, ⅝-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $8.00.
Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.
Agricultural or No. 1 leather belting, 6½-10-10% off list.
Standard, 6½-10% off list. Extra 6½%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots $54 00
5,000 ft. lots 55 00

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

Per pr.
2½ x 2½ in. 45
3 x 3 in. 46
3½ x 3½ in. 48
4 x 4 in. 60
4½ x 4½ in. 89
5 x 5 in. 1 10

Wrought Steel—
No. 800 .... 30% on list
No. 804 .... 10%
No. 838 .... 17½%
No. 840 .... 24%

CARPET FELT

Per 100 lbs.
16 oz. 5 50
20 oz. 7 00

CHAIN

Coil, 3-16 in., $19; ¼-in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25 per cent.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.
Hand, No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1 ....$10 88
Hand, Newmarket 3 60

CLOCKS—Alarm

Each
Big Ben $4 05
Baby Ben 4 05
America 1 95
Sleepmeter 2 75

CLOTHES LINE WIRE Doz.

50 foot $4 50
100 foot 8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.
8, 9, 10 ....$1.08 lb.

DRILLS

See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank...25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH

Eavetrough, per 100 ft., $7.60; 10 in., $8.33; 12 in., $9.68; 15 in., $13.50.
Conductor pipe, 2 in., per 100 ft., $9.23; 3 in., $11.25; 4 in., $14.40; 5 in., $19.80.

ENAMELWARE

See Wares.

FILES

Globe ....Discount 50%
Nicholson Gen........Discount 20%

FITTINGS—Malleable

Class A 50%
Class B and C, off new list.. 60%
Bushings 10%
Unions, "Dart"—
¼ to 2-in. 15%
⅛, 2½, 3½ and 4-in. .... [illegible]%
Nipples, 4 in. and under ... 45%

FRY PANS Each

Cast iron, No. 8.......... $1 05
No. 9.......... 1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz.

Cold Blast $1 20
Short 1 20
Genuine Ruby 5 00

GRIDDLES, PANCAKE

Round, No. 1 .... $1 05
No. 2 .... 1 15
Oblong, No. 8L 1 10
No. 9L 1 25
No. 3 .... 1 90

GRINDSTONES

price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS— Adze-Eye, Plain

Doz.
No. 0, 1½ lb. $20 20
No. 1, 1¼ lbs. 19 05
No. 1½, 1 lb. 18 95
No. 2, 13 oz. 18 50
No. 22, 1¼ lbs. 15 00
No. 21, 1 lb. 13 65

Bell Face Doz.
No. 61, 1¼ lbs. $19 05
No. 61½, 1 lb. 18 95
No. 62, 13 ozs. 18 50
No. 65, 1¼ lbs. 15 00
No. 64, 1 lb. 13 65

HAMMERS, MACHINISTS'

Doz.
No. 30 up to and including
No. 1 .... $13 85
No. 1½ 16 15
No. 2 .... 18 50
No. 2¼ 20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.
Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.
Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....
Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.
Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.
Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

Doz.
No. 200, jap. $2 15
No. 1200, jap. 3 90
No. 1201, O.C. 4 72

HORSESHOES

Iron, No. 0 to 1, $9.60; No. 2 and larger, $9.35; snowshoes, No. 0 to No. 1, $9.85; No. 2 and larger, $9.70; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

Per 100 ft.

	3-ply	Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED Apollo and "Fleur Premier de Lis"

10¾-oz. or 28 Eng. $13 75
28 Am. or 26 Eng. 13 35
26 Am. or 26 Eng. 12 80
24 .... 12 65
22 .... 12 65
18 and 20 .... 12 50
16 .... 12 35

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.
Mrs. Potts' No. 55, set...... $2 70
Mrs. Potts' No. 50, set...... 2 85
Mrs. Potts' common sad iron handles, $2.60 dozen. Mrs. Potts' improved, $3.50 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $15 00
Lightning 15 00

LADDERS, STEP

Common, 4 ft., $1.24; 5 ft., $1.55; 6 ft., $1.86; 7 ft., $2.15; 8 ft., $2.40; 10 ft., $3.10.

LADDERS, EXTENSION

20 to 32 ft., per ft., 32c; 36 to 40, 34c.

LANTERNS

Cold Blast
No. 2, Japd. 16 50
No. 2, Coppd. 19 25
No. 2, plain 15 75
Short Globe, doz. 15 75

LATCHES—THUMB, STEEL

Doz.
2 .... $3 75
4 .... 5 30
5 .... 3 20

Barn Door
8 .... 3 65
9 .... 5 25
9 .... 4 88

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

Each
Dowswell ....$ 9 55
New Century 16 30
Canadian 9 55

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1 .... $14 70
O-Cedar, No. 3 .... 14 70
Self-wringing 6 70
Mop Handles 2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 8 50	$ 9 00
Empress		11 00	11 50
Daisy		6 60	6 85
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.50 base; Winnipeg, $7.00. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in........... $6 61
30 in........... 8 93
36 in........... 10 50

Stephens

Economy

Durability

Barn **Paint**

Permanence

Spreading

"Save the surface and you save all" *Paint & Varnish*

The Four Cardinal Points

of the many selling features of *Stephens* Barn Paint are shown above. The farmer to-day is not only painting to save the material but he wants his buildings to reflect credit on him.

The modern farmer is efficient and successful, and determined to have his building look efficient. He wants *Stephens* Barn Paint because it is reasonable in cost, durable under weather attacks, permanent in color and spreads easily, covering well. It stamps the barn owner as an alert, progressive farmer. There are many other selling points that help to close your sales.

An Agency will pay you—Ask about it

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

Winnipeg Hardware Quotations—Continued

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—

	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 85
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15
Ramsay's White	5 55
Do., colors	5 30
Dultone, White	4 25
Do., colors	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 60
Sunrise	1 45
Anchor, tarred	1 75
O.K., tarred	1 75
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT
Buttweld, Steel

Per 100 ft. Blk.	Blk.	Galv.
⅛ in.	$ 6 17	$ 8 64
¼ in.	5 76	8 10
⅜ in.	5 90	8 24
½ in.	7 88	9 59
¾ in.	9 77	12 06
1 in.	14 40	17 82
1¼ in.	19 53	24 12
1½ in.	23 40	28 80
2 in.	31 50	38 84
2½ in.	50 94	63 00
3 in.	66 60	82 80
3½ in.	84 60	103 50
4 in.	99 90	122 40
4½ in.	119 25	146 70
5 in.	139 05	171 00
6 in.	180 00	222 30

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	2 40	2 10
12-oz.	4 80	4 20
1-quart	10 00	10 50
½-gal.	....	16 80
1-gal.	28 08	25 20

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON

No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. t' s	16¾

RIVETS AND BURRS

Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in, ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 85%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	14 37
Bush	16 25

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	6 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%

Jap. Coal Hods, list plus 92½%

Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 00	$22 50
¼ in.	19 30	19 80
5/16 in.	18 10	18 60
⅜ in.	16 75	17 25
7/16 in.	15 70	16 20
½ in.	15 10	15 60
9/16 in.	14 95	15 45
⅝ in.	14 80	15 30
¾ in.	14 65	15 15
⅞ in.	14 50	15 00
1 in.	14 50	15 00
1⅛ in.	14 50	15 00
1¼ in.	14 80	15 30
1⅜ in.	14 80	15 30

WASTE

Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$5 75
Solid	5 50

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.80 Winnipeg; Glidden Cattle, 2-pt., $5.60 Winnipeg; Baker, 2-pt., $5.50 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.

Patented screen in 100-ft. rolls, $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.26; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	....
18 inch	..

WRENCHES—PIPE

	Trimo Each	Stillson Each
6 inch	....	1 60
8 inch	....	1 80
10 inch	1 81	2 00
14 inch	2 50	2 80
18 inch	3 63	4 00
24 inch	5 25	5 80
36 inch	....	10 80

Always Ready	Black (Dozen)	N. P. (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CARTER'S

Carter's Genuine Dry Red Lead

A pure, uniform and economical paint and preservative for metal work, steam pipes, etc.
Made from the highest grade of Canadian Pig Lead, highly oxidized and very finely ground. Used with pure Linseed Oil, it is very easy to apply and has unusual covering capacity.
Every sale of Carter's Genuine Dry Red Lead assures you a satisfied customer and a good profit.

Ask for prices on this and the other Carter lines—Carter's Genuine Dry White Lead, Carter's Genuine Orange Lead and Carter's Litharge.

The Carter White Lead Company of Canada Ltd., 91 Delorimier Ave., Montreal

The Powerful Sales Suggestion of Well Displayed Goods Is Attained By Using

Duluth

Sectional Shelving For Hardware

Increased sales are only profitable when accompanied by reduced costs. This attractive attention compelling shelving reduces selling costs by making the customer's selection quicker and the salesman's duty shorter.

The improved appearance of the store is another consideration—a consideration that can be measured in terms of increased business, because customers seek the store with the modern up-to-date appearance that infers up-to-date service and up-to-date goods.

Duluth Sectional Shelving are a direct factor in your success.

Duluth Showcase Company, Duluth, Minn., U.S.A.

If interested tear out this page and place with letters to be answered.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

O-Rib-O

Volcano Chimney Top

The Deflector — the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys, and closes sales with a bang. Homes, stores, churches, factories are all your prospects.

Order to-day.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

For Solidifying Sales and Preventing Lost Accounts

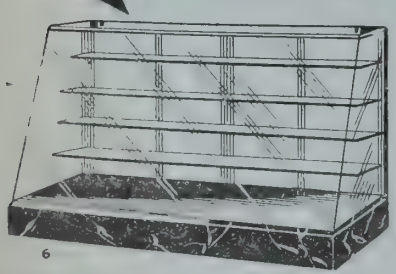
For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.

ARNETTIZE YOUR STORE

You can tell an Arnettized Store as soon as you enter it, because its arrangement and display are the utmost in store efficiency.

Write us for illustrated catalog and details of Arnett Service for your store.

Thomas Lewis Arnett
SOURIS, MAN.



MILBRADT LADDERS

are made in many styles and to fit all kinds of Shelving. They are made to order.

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Manufacturers' Agent

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The Trade Mark behind the "Hardware House of Quality"

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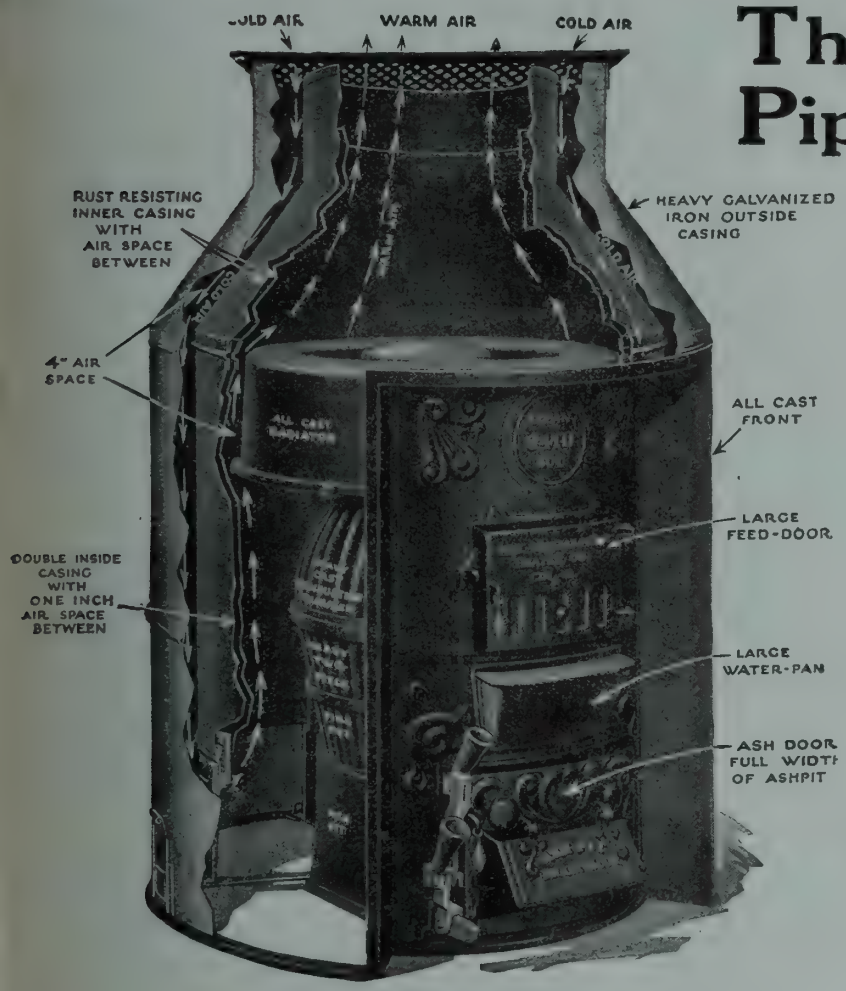

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Dealers will find many prospects for their furnace trade in new buildings and old homes that are being remodelled. It does not take long to convince a "prospect" of the saving in time and labor, and how the absence of dirty and dusty registers in every room will save furnishings and draperies. Write for more details.

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The J. H. Ashdown Hardware Co., Limited
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If interested tear out this page and place with letters to be answered.

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If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Norman MacDonald, Toronto.

Agricultural Products
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Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

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British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
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W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

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Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
Wm. J. Brown, Montreal, Que.
H. W. Johns Manville Co., Toronto, Ont.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Samuels & Co., J., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

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D. Ackland & Son, Limited, Winnipeg, Man.
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

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The Adamson Mfg. Co., Hamilton, Ont.
Ames, Holden McCready, Limited, Montreal.
The All-Way Mfg. Co., Toronto, Ont.
Apollo Plug Mfg. Co., Birmingham, Eng.
Auto Specialties Co., Fort Erie, Ont.
Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Edgar C. Guthard Co., Chicago, Ill.
The Franco-British Supply Co., Winnipeg, Man.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
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The Imperial Bit & Snap Co., Racine, Wis.
The Kales Stamping Co., Limited, Walkerville, Ont.
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John Murphy Co., Winnipeg, Man.
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Motor Sundries Limited, Toronto, Ont.
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The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
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Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
C. A. Shaler Co., Waupun, Wis.
A Schrader Sons, Inc, Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
The Van der Linde Rubber Co., Toronto.
Van Cleef Bros., Chicago, Ill.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Automobile Jacks
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Burgess Batteries Limited, Winnipeg, Man.
Canadian National Carbon Co. Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Burgess Batteries Limited, Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co., Ltd., The, Toronto.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Debbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal.

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Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain Conn.

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THE BUYERS' GUIDE

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Scythes,. Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
John Adam & Son, Collingwood, Ont.
Canadian Broom Mfg. Co., Ltd, Winnipeg, Man.
Meakins and Sons, Limited, Hamilton, Ont.
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
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Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd.. Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
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Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd.. Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Business Machines
The International Business Machines, Ltd., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.
Norman MacDonald, Toronto, Ont.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.
Jacobs Mfg. Co., Hartford, Conn.
Jones & Shipman Limited, Toronto, Ont.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Barrett Money Makers

How's Your Stock?

Every building owner, every manufacturer, every farmer in your community is a live prospect for every one of these well-known Barrett Products. They are business-builders because they are satisfaction-producers. That's why they bear the Barrett name! Don't overlook the opportunity they provide to increase your sales, your profits and the good will of your customers.

EVERLASTIC "RUBBER" ROOFING

The standard ready roll-roofing of Canada. Made of high-grade waterproofing materials. Used on thousands of farm and factory buildings throughout the Dominion. Is low in price — easy to lay — wonderfully durable. You couldn't carry a better brand.

Three weights—light (1-ply), medium (2-ply), heavy (3-ply). Rolls of 108 sq. ft. Nails and cement with each roll.

EVERLASTIC LIQUID ROOFING CEMENT

Nothing can compare with it for saving and restoring old felt and "rubber" roofs. Comes ready for use. Spreads easily, dries quickly. Forms a smooth, waterproof, weatherproof surface that stops the small leaks, strengthens the weak spots and adds years of service to the roof.

Packages of all sizes, from 1-pint cans to 40-gallon barrels.

ELASTIGUM PLASTIC PATCHING CEMENT

The waterproof cement that *sticks and stays*—regardless of weather or temperature. Just the thing for patching holes in roofs, lining gutters and flashings, and stopping leaks in wood, metal or masonry. Known as "The Plastic Cement of a Thousand Uses."

Put up ready for use in 1-lb. tins (cases of 24); 5-lb. cans (cases of 12); 25-lb. and 100-lb. packages, ½-barrels (about 300 lbs.) and barrels.

EVERJET ELASTIC CARBON PAINT

The most popular and most effective protective paint on the market. Impervious to moisture, alkalies and acids. Will not peel, scale or crack. Prevents rust and corrosion on machinery, farm implements, smoke stacks and all metal surfaces subjected to severe exposure.

Put up in 1-gallon lithographed cans (cases of 12); 5 and 10-gal. cans, ½-barrels (about 20 gallons) and barrels.

ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S. The Barrett Company LIMITED MONTREAL WINNIPEG TORONTO VANCOUVER

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
G. L. Coboon, Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Frderick Giles & Son, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman Limited, Toronto, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Pedlar People Limited, Oshawa, Ont.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Sheet Metal Products Co. of Canada, Ltd. Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engineers' Supplies
A. Downs & Co., Manchester, Eng.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fence Posts, steel
Burlington Products Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

TRADE PENBERTHY MARK.

BOILER FITTINGS

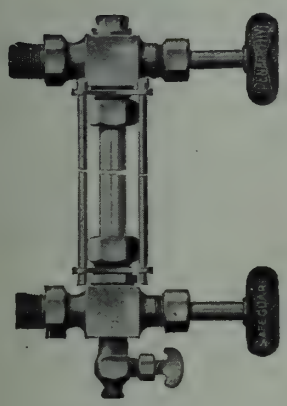
WATER GAGES AND GAGE COCKS VIZ.

STANDARD and EXTRA HEAVY WATER GAGES

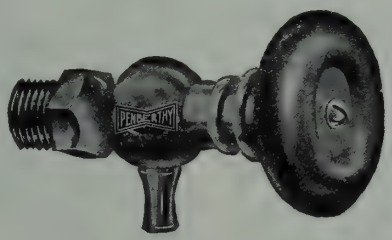
Safeguard Automatic Water Gages
Standard Square Body Water Gages
Quick Closing Water Gages with Chain and Lever

STANDARD and EXTRA HEAVY GAGE COCKS
Rough or Finished Brass, with or without Stuffing Box

All the above lines except the standard types are approved for 200 lbs. steam pressures.



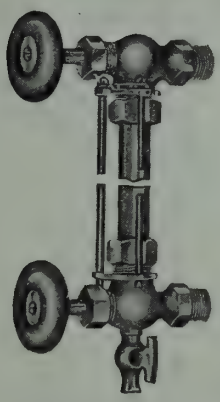
"SAFEGUARD"
Automatic Type



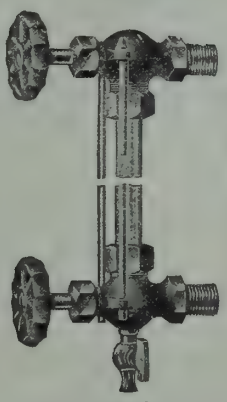
GAGE OR TRY COCKS
Made in Standard and Extra Heavy

Look for our Trademark when you buy

It's our guarantee and your protection



WATER GAGE MOUNTING
Finished Brass
Standard Type



WATER GAGE MOUNTING
Rough Brass
Standard Type

Manufactured by

PENBERTHY INJECTOR CO., LIMITED
WINDSOR CANADA

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THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co, Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

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Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Landers, Frary & Clarke, New Britain, Conn
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
The Northern Electric Co., Limited, Montreal, Que.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
The Solex Co., Winnipeg, Man.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

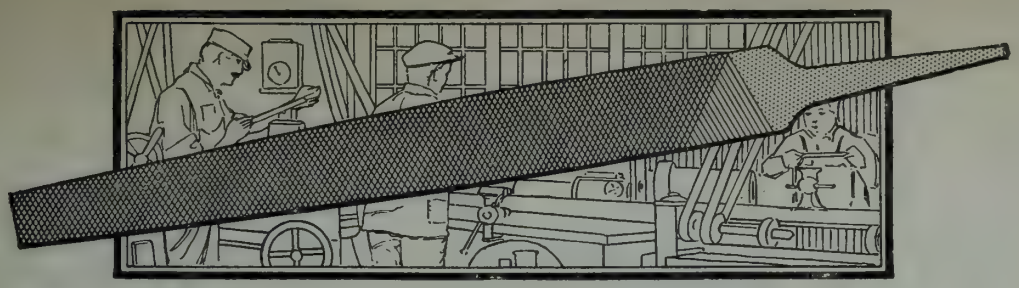
Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Montreal.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.



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THE BUYERS' GUIDE

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd. Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
B. M. Hill & Co., Limited, Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phonographs
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Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

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A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

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American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rings
The Burd Ring Sales Co. of Canada, Winnipeg.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

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Savage Arms Corpn., Utica, N.Y.

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Scythes & Co., Ltd., Toronto, Ont.

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The National Machinery & Supply Co., Limited, Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

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The Eureka Planter Co., Woodstock, Ont.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

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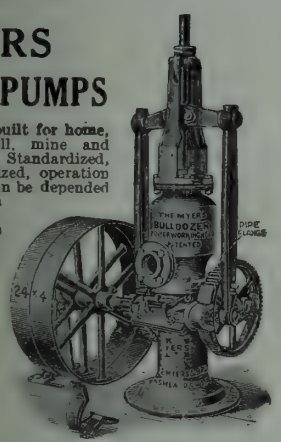

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Channell Chemical Co., Ltd., Toronto.
The Damon Specialty Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

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Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.
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Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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The Foster Pottery Co., Hamilton, Ont.

Pottery
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B. Greening Wire Co., Ltd., Hamilton.

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R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Westco Pumps Ltd., Toronto

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The Kellogg Co., Rochester, N.Y.

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The Hamilton Motor Works, Ltd., Hamilton, Ont

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Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

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S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

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John Morrow Screw & Nut Co., Ltd., Ingersoll.

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Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

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Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

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Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

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The Woods Mfg. Co., Ltd., Ottawa, Ont.

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J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

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Geo. W. Reed & Co., Ltd., Montreal, Que.

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D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
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Alex. McArthur & Co., Montreal, Que.

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Canadian Asestos Co., Montreal, Que.
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Doon Twines, Ltd., Kitchener, Ont.
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Consumers Cordage Co., Montreal, Que.
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Canada Wire and Iron Goods Co., Hamilton, Ont

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
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Henry Disston & Sons, Inc., Philadelphia.
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Shurly-Dietrich Co., Ltd., Galt, Ont.

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Henry Disston & Sons, Inc., Philadelphia.
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Goodell Pratt Co., Greenfield, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Shurly-Dietrich Co., Ltd., Galt, Ont.

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Henry Disston & Sons, Inc., Philadelphia.
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The Millers Falls Co., Millers Falls, Mass.

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E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.

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Henry Disston & Sons, Inc., Philadelphia.

Scissors
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Marples & Co., Sheffield, England.

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Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar

Screws, Wood
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The Crescent Co., Meriden, Conn.

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Stratford Brass Co., Ltd., Stratford, Ont.

Screw Machine Products
The National Acme Co., Cleveland, Ohio.

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Seats
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Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

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The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Pedlar People Limited, Oshawa, Ont.
Sheet Metal Products Co., Toronto.

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Thomas Lewis Arnett, Souris, Man.

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Stewart & Wood, Ltd., Toronto.

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The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Thomas Lewis Arnett, Souris, Man.

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Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

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Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

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The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

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The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Products
The Western Steel Products Ltd., Winnipeg, Man.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont
The Gurney Foundry Co., Ltd., Toronto.
Adam Hall, Limited, Peterborough, Ont.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian General Electric Co., Ltd., Toronto, Ont.
National Electric Heating Co., Ltd., Toronto, Ont
The Northern Electric Co., Limited, Montreal, Que.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.
Dingley Bros., Export, Limited, Lindsay Bldg., Montreal, Que.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Syphons
The Anthes Foundry Co., Limited, Winnipeg, Man.

Tacks
The Canada Tack & Nail Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

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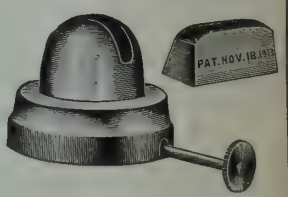
Correct Lamp and Lantern Burners

(Flame Spreader Type)



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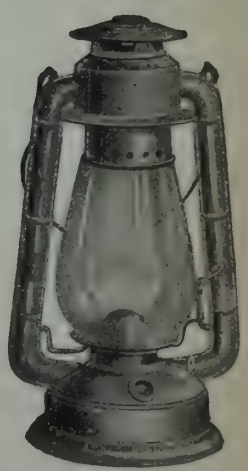

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Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Thermos Bottles
The Canadian Thermos Bottle Co., Ltd., Toronto.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Timers for Ford Cars
The Franco-British Supply Co., Winnipeg, Man.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

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The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

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E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
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Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
Jones & Shipman Limited, Toronto, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Canadian K.K. Co., Ltd., Elora, Ont.
The Coleman Fare Box Co., Limited, Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.
The Rex Import Co., Ltd., Glasgow, Scotland.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

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Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Limited, Toronto, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Voss Bros. Mfg. Co., Davenport, Iowa.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Wax, Liquid
The Damon Specialty Co., Toronto, Ont.
MacNeill's Liquid Floor Wax Co., Ltd., Toronto.

Wax, Floor
T. S. Jackson & Sons, Limited, London, Eng.
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
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Whitewash Outfits
Collins Mfg. Co., Toronto.

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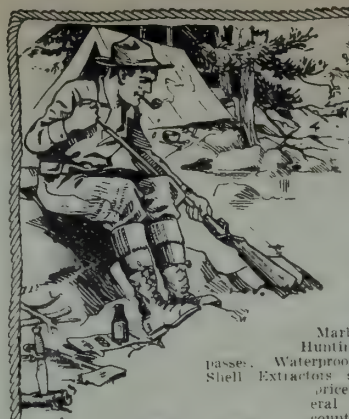

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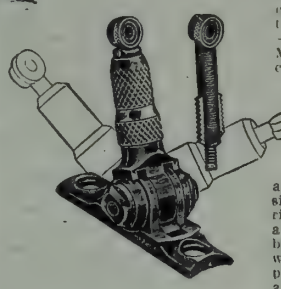

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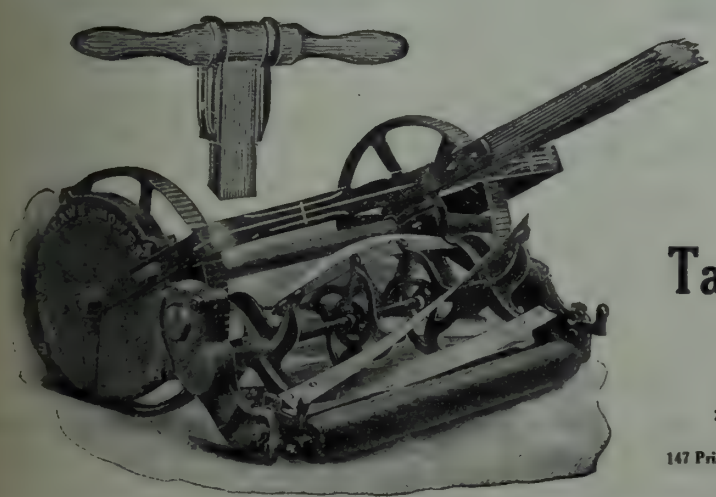

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Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
Frothingham & Workman, Montreal.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
The Kennedy Hardware Co., Ltd., Toronto, Ont.
Lewis Brothers, Limited, Montreal, Que.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Woodenware
The Brett Mfg. Co., Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Edgar C. Luthard Co., Chicago, Ill.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

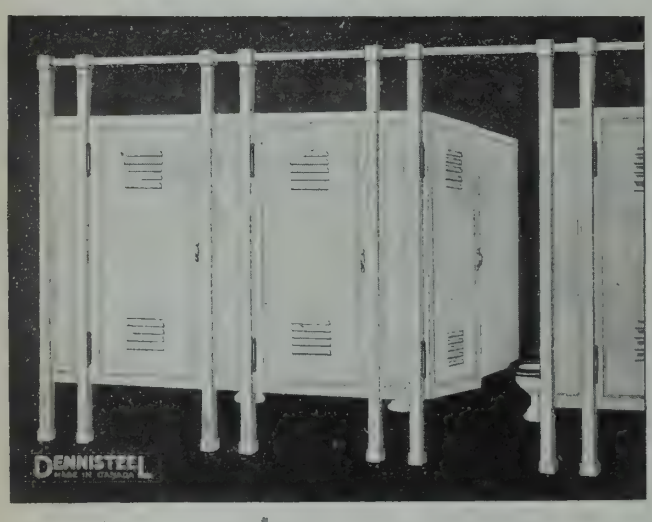
Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
The Hoyt Metal Co., Toronto.



Harmonize With Decorative Effects

Enamelled snow-white, marble, etc.

DENNISTEEL
Made In Canada

Steel Lavatory Partitions

"Hygienic, Fireproof, Non-Markable"

can be harmonized with the most beautiful fixtures or decorative effects.

Steel Lavatory Partitions are solid, ever-wearing partitions. They never bulge or warp, but always present a smooth surface.

We Also Make

Steel Shelving, Lockers, Cabinets, Bins, Stools, Chairs, etc.; Ornamental Iron and Bronze, Commercial Wirework of all kinds, General Builders' Ironwork.

Write for folders

The Dennis Wire & Iron Works Co., Limited

London : : Canada

Halifax, Montreal, Ottawa, Toronto, Hamilton, Winnipeg, Calgary, Vancouver

If interested tear out this page and place with letters to be answered.

Coal or Wood

The Tropic Ranges embody Service, Quality and Confidence. They are modern in construction having detachable and interchangeable reservoirs and parts.

Warranted for Cooking, Heating and Economy.

WRITE FOR CATALOGUE

Adam Hall Limited

Peterborough, Ontario

Any Hardware Buyer can tell you the *cost*
of

P.H. or IMPERIAL FILES,

but only the user knows their *value*.

BE FILE-WISE.

Stock These Fine Tools.

"They Cut Faster and Wear Longer."

P H

IMPERIAL

INGERSOLL FILE COMPANY, LIMITED.

John Morrow Screw and Nut Company, Limited,
Sole Distributors,
INGERSOLL, ONTARIO.

INGERSOLL

If interested tear out this page and place with letters to be answered.

EVEREADY DAYLO

The Leading Distributors

Our Reputation for Prompt Service is well known. With our complete Stock Your Order is Not Delayed. Order Now.

Our Catalogue is Yours for the Asking.

SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

Subscription price of HARDWARE AND METAL is $4 per year or less than eight cents per issue.

MAPLE LEAF HAND SAWS

are the Canadian Standard

No. 1914
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

Unbreakable Handle

Our saws are made on a high standard basis that wins satisfactory sales for the dealer.

You can sell **Maple Leaf Hand Saws** in full confidence that "worth while" prestige for your store will be the logical result.

Shurly-Dietrich Co.
LIMITED
GALT - CANADA

TOWER'S
TRADE MARK
FISH BRAND

SCHOOLBOYS' COAT

"TAKES THE WET OUT OF RAIN".

BOYS WANT IT.

Boys look for a mannish waterproof coat. Parents look for durability. Dealers look for a good profit.

EVERYONE IS SATISFIED

when these qualities are combined. Thus the coats that sell are TOWER'S SCHOOLBOYS' COATS.

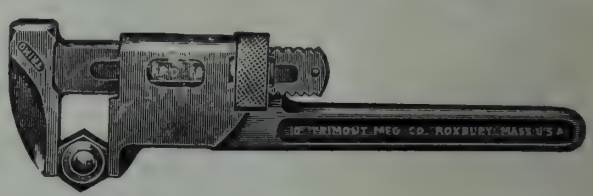
Built for hard wear and stormy weather.

Write for prices and particulars.

Tower Canadian Limited, Toronto
HALIFAX-WINNIPEG-VANCOUVER
"COAST TO COAST SERVICE."

TRIMO

The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.



The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company
Roxbury (Boston) Mass., U.S.A.

If interested tear out this page and place with letters to be answered.

Battery sales deserve your attention

—lead a growing procession of profits

EVEREADY Flashlight Battery Sales mean repeat business. People coming back to your store give you the opportunity to sell them additional merchandise and to make them regular customers for all their wants.

An extensive local newspaper advertising campaign in August and September will pry the lid off of a great renewal market. If you are carrying Eveready Flashlights and Batteries, PUSH them! If not, order today and start cashing in on this profitable line.

CANADIAN NATIONAL CARBON CO., LIMITED
Hillcrest Park, Toronto

A-2-T

EVEREADY

FLASHLIGHT BATTERIES
FIT ALL FLASHLIGHTS

If interested tear out this page and place with letters to be answered.

British-Made Razor Strops

For Immediate Delivery from Stock.
Jobbers' Enquiries Will Receive Immediate Attention.
Our Prices Are Interesting. Write or Wire To-day.

Dingley Brothers Export, Limited Lindsay Building Montreal

W. T. Evans, Canadian Representative

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canada

"VIKO" Aluminum Products

SELLING POINTS

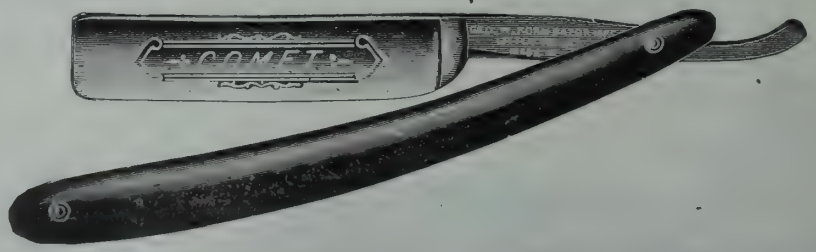
Stamped from pure aluminum, durable and light in weight, attractively designed, will not tarnish, free from poisonous compounds, rust-proof and sanitary. Rounded corners, easily cleaned, economical, fuel saving, no plating to chip, heat readily and evenly, and will not burn or scorch foods, no joints to give trouble, handles of tinned steel, hinges nickelled steel. Write for more details.

Hurtubise Limited

Successors to
North American Hardware Supply Limited
222 Notre Dame Street West
MONTREAL CANADA

WHERE VALUE COUNTS

Our policy always has been and always will be to give men who shave the **most** razor value for their money.
Whether a customer pays $2.00 for a razor or $5.00, he wants a good shave.
We have put the material and workmanship **into** G. W. Korn's Razors which assures men getting the maximum number of shaves **out** of them.
The line is big—the profits worth while.



GEO. W. KORN RAZOR MFG. CO., LITTLE VALLEY, N.Y., U.S.A.
Canadian Office : 140 McGill Street, Montreal

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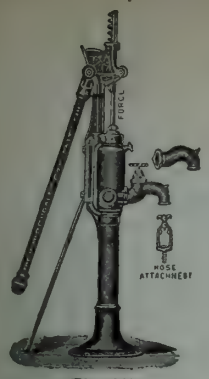


Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

in

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

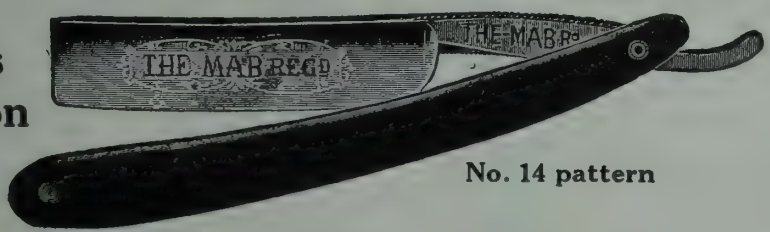
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

The Famous "MAB" RAZORS

25 years reputation



No. 14 pattern

Dwarf size for self-shavers

Large size for barbers

"Mab" Razors are known throughout the world and recognized by all as the acme of perfection, made from the finest Sheffield steel. Every razor guaranteed perfect. Mab pocket cutlery is also made from the same steel.

Apply for prices and particulars from our Canadian agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto TELEPHONE MAIN, 6510

Made by THE "MAB" CO., Birmingham and Sheffield, England

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

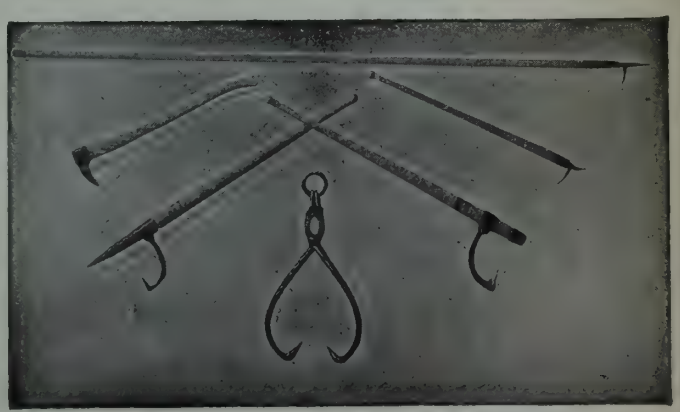
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



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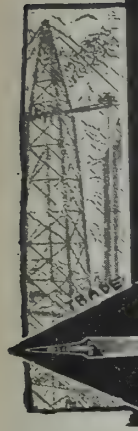
Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Reduces Cost of Production

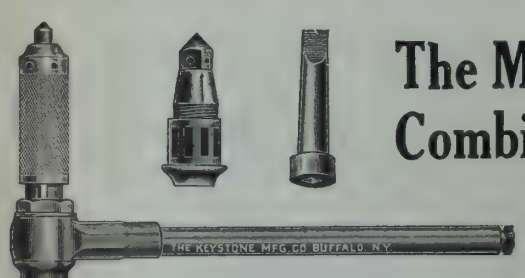
That Carbalox is available in convenient rolls means a saving in production cost. Workmen equipped with convenient rolls can use Carbalox as needed without waste or loss of time in cutting up sheets. Carbalox, in hardness and cool cutting qualities, is particularly suitable for cutting and polishing aluminum, brass, copper and iron.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.

Williamsport, Pennsylvania



The Most Popular Ratchet Combination

The "Keystone" Reversible Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities. It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

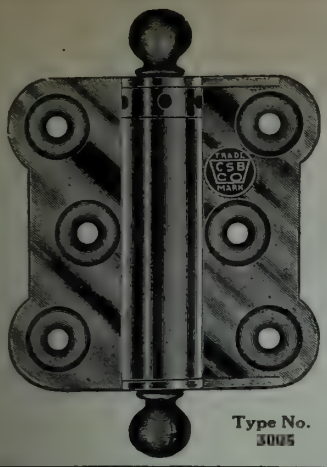
Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace. "Keystone" tools are known the world over for high quality. Sell them for profit and prestige.

Let us know if your jobber can't supply you.

The Keystone Manufacturing Co., Postal Station "B" Buffalo, N.Y.

"KEYSTONE" Drilling Post or "OLD MAN"

If interested tear out this page and place with letters to be answered.



Type No. 3005

TRADE CHICAGO MARK

SPRING HINGES

The "Type No. 3005" Screen Door Spring Hinge is also made Half Mortise (Type No. 4005).

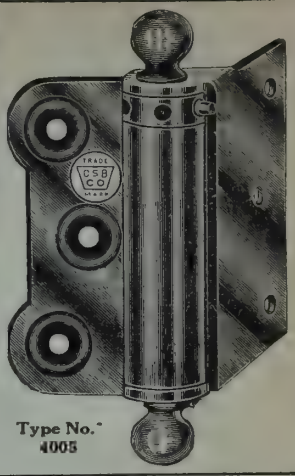
All types of Chicago Spring Hinges are made by specialists for just one purpose—to hang and swing doors correctly. Good reason for selling them. Order *now.*

TRADE CSB CO MARK

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue 36



Type No. 4005

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

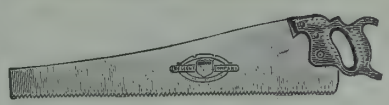
A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

"Crescent"

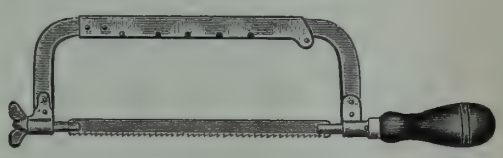
Saleable, Dependable, Profitable

Quick Selling Small Tools,

Hack Saws,



Frames and Hardware Specialties



A line of tools that attracts favorable attention from customers at once. When used they give service that convinces and holds the customer and assures you his future business.

For profit, for turnover, for success, sell the "Crescent" Line.

At Your Jobbers

Campbell Agencies

Toronto, Canada

The Crescent Company, Meriden, Conn.

Don't Throw it Away

Does Your Granite Dish or Hot Water Bag Leak?

USE **MENDETS**

A PATENT PATCH

Quick Sales
Big Profit
Satisfaction

Occupy But Little Space
Sell Easy

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

Collette Mfg. Company, Collingwood, Ont.

If interested tear out this page and place with letters to be answered.

THE
LAIDLAW BALE-TIE CO.
LIMITED

Factory and Head Office
HAMILTON, ONT.

We manufacture and carry the LARGEST STOCK of

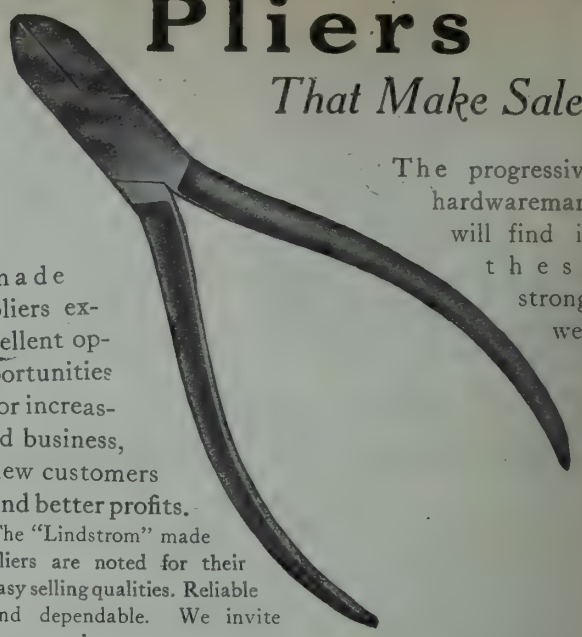
BALE-TIES

in CANADA and are thereby in a position to give IMMEDIATE SHIPMENTS

WIRE ALL SIZES FOR ALL PURPOSES

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. W., Vancouver, B.C.

Pliers
That Make Sales



The progressive hardwareman, will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits. The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

Canadian Agent:
F. W. Lamplough & Co.
46 St. Alexander St., Montreal

Manufacturer:
F. E. Lindstrom
SWEDEN

LETINCO
STOVE PIPES

Packed 25 pipes in steel containers, which insures safe delivery, and, prevents pipes from rusting.

We can fill all orders. *Write us now.*

THE LESLIE TINWARE CO., LIMITED
114-116 Scott Street OTTAWA, ONT.

FISHING TACKLE!

Incomparable INCOMPARABLE REGISTERED TRADE MARK. Brand

Buyers are respectfully requested to place their orders for early delivery 1921, NOW.
Our Mr. Thos. Tully will visit Canada earlier this year, beginning his trip in July, and he hopes to receive a continuance of the kindness and courtesy hitherto extended to him by our many friends in the Dominion.

Ludgate, Ryder, Thomas & Co.
Clive Road
Redditch - England
Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois.

If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.
Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited
St. Catharines
Ontario

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & CO., LIMITED
37 St. Antoine Street
MONTREAL

DOMINION

CROSS CUT SAWS

Now is the time to take on your stock of Dominion Cross-Cut Saws to meet the requirements of farmers and lumbermen for a strong, free cutting, moderate priced saw.

Write for prices and terms.

SIMONDS CANADA SAW CO., LIMITED
"The Saw Makers"
Montreal, Que.
St. John, N.B.
Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

BIG PROFITS

FOR THE RETAIL HARDWARE STORE

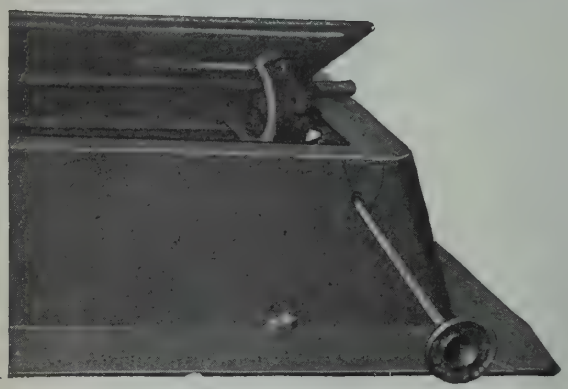
SELLING

Tents and Camp Equipment

WE ARE WHOLESALE MANUFACTURERS—TRY US

WOODS MANUFACTURING CO.,
LIMITED

OTTAWA

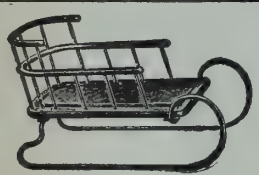


QUALITY *SERVICE*

Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

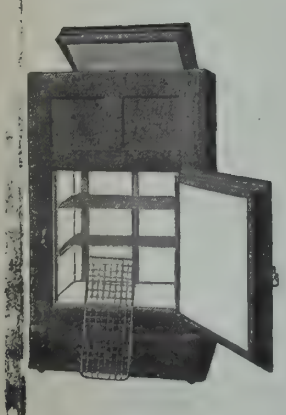


THE GENDRON MFG. CO., Ltd.

Makers of a line of goods that are always in demand.

Children's Vehicles
Bathroom Fittings
Coaster Wagons
Sleds and Sleighs

THE GENDRON MFG. CO., Ltd.
137 Duchess Street, TORONTO



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION
SCREEN AND STORM
DOORS
RELIABLE GOODS AND
PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 30c each. Write for free booklet showing assortment.

HARDWARE AND METAL
Electro Service Dept.
143 University Ave. Toronto, Can.

WHITTALL CANS

for

Meats Vegetables Milk Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans and Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

MONTREAL

Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

UNION TRANSIT CO.

FREIGHT CONTRACTORS
STEAMSHIP AGENTS
INSURANCE BROKERS
WAREHOUSEKEEPERS AND
DISTRIBUTING AGENTS

ALLOW US TO CO-OPERATE WITH YOU IN YOUR EFFORTS TO DEVELOP TRADE WITHIN THE EMPIRE.

We are TRANSPORT SPECIALISTS and our combination of facilities enables us to undertake the handling of all classes of Transport Business on the BEST POSSIBLE TERMS CONSISTENT WITH EFFICIENT SERVICE.

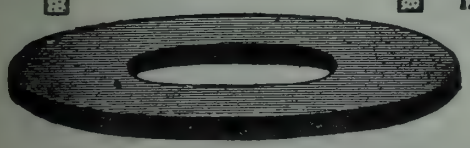
CHIEF OFFICE:
381 ARGYLE ST., GLASGOW.

Cables and Telegrams: TRANSIT, GLASGOW.
Codes: { Western Union, Scott's (10th Edition), Marconi, A.B.C. (4th & 5th Editions).

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

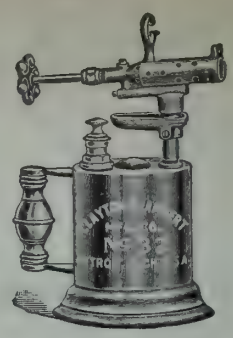
If interested tear out this page and place with letters to be answered.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto



How is Your Stock of C. & L. Fire Pots and Torches?

It pays to be ready for every emergency and keep your stock well in hand. Better anticipate your wants now so that your orders may receive prompt and careful attention. It always pays to buy the best. The C. & L. line has stood the test of time and to-day is used wherever gasoline and kerosene can be obtained. Jobbers supply at factory price.. Send for catalog.

No. 32 Torch
List price, Each, $16.00.
Ask for discount

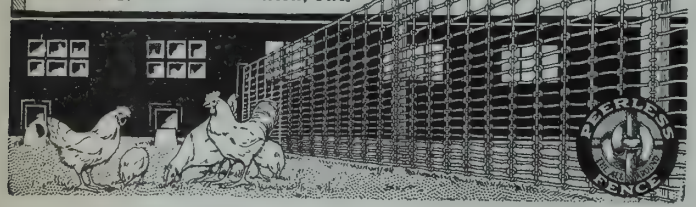
Clayton & Lambert Mfg. Co.
DETROIT, MICH., U.S.A.

PEERLESS PERFECTION POULTRY FENCING

The first cost of a good fence is but little more than a cheap or poor one—no more work and lots more satisfaction. **A REAL FENCE—NOT NETTING**

Strongly made and closely spaced—making it a complete barrier against large animals as well as small poultry. Top and bottom wires No. 9—intermediates No. 13 wire—made by the Open Hearth process which time and other tests have proven to be the best. Ask about our farm and ornamental fencing. Write today for catalog. Do it now. It is sent free on request.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. Hamilton, Ont.



Satisfying to Use or to Sell

Every sale of this B. & C. Improved Adjustable "S" Wrench makes a new friend and future customer for you. It satisfies the customer and brings him for other wrenches of this sales-making line. Easily adjustable by the thumb of the hand that holds it. Carefully hardened and tempered.

Guaranteed. B. & C. Quality sells it. Write for prices.

BEMIS & CALL HARDWARE & TOOL CO.
SPRINGFIELD, MASS., U.S.A.

WIRE ROPE AND FITTINGS

OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

Made in Scotland.

TRADE MARK
"MORRISCA"

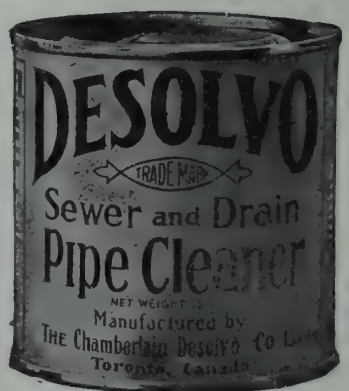
Used the world over.

ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE

Write for Export Terms to—

MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN



DESOLVO
A Necessity

Desolvo is a necessity to all large buildings, schools, factories, etc., for cleaning sewer and drain pipes. You can sell a dozen cans, with ease, to many prospects. It will pay you.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., Toronto

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.

Ontario Representative: L. F. Mayne, London, Ont.

Western Canada Representative: N. D. McPhail & Co., 1329 Standard Bank Bldg., Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

There's a Demand In Your Town *for* Keystone Stapled Metal Case Brooms

Brooms—specially designed and manufactured for the heaviest factory work.

Note the stapled metal case which binds the corn securely to the heavy maple handle. The broom cannot be pulled from the handle, nor can the corn be cut or broken at the shoulder of the broom.

Factories, Garages, Mills, Warehouses, Stables

These and many more such busy places are in the market, in your territory, for these sturdiest of brooms.

Order a supply to-day—see how quickly they will disappear.

Keystone Stapled Metal Case Brooms—are always repeaters wherever they are used.

They are made of all corn, or corn and bamboo, in various weights.

KEYSTONE BRAND

Write for prices

STEVENS-HEPNER COMPANY, LIMITED
PORT ELGIN, ONTARIO

WARD & PAYNE'S

ANVIL BRAND

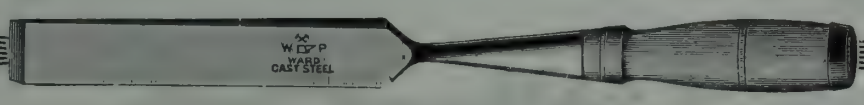
W P

SHEFFIELD

The **Anvil Brand** of celebrated Tools have been manufactured in England for the last 100 years. In that time the **Ward & Payne** Trade-mark has become a mark of distinction that stands for the **highest quality** in light-edge tools. Build your sales on this excellent reputation. The tradesman takes pride in the possession of a **Ward & Payne** and the dealer makes a splendid profit in selling him.

We are in a better position than ever to supply the Canadian market. Order from your jobber or write our nearest agent.

ALEXANDER GIBB, 3 St. Nicholas St., Montreal.
SHERMAN F. AINSLEE, 62 Temperance Street, Toronto.
BISSETT & WEBB, LIMITED, Winnipeg, Man.



If interested tear out this page and place with letters to be answered.

TRADE MARK

VILLAGE BLACKSMITH

HAND-MADE-TOOLS

THESE TOOLS ARE MADE OF THE BEST MATERIAL OBTAINABLE, BY A PROCESS AND WITH A CARE THAT INSURES SATISFACTORY SERVICE, IN THE HANDS OF INTELLIGENT USERS.

MADE BY The Village Blacksmith Folks WATERTOWN, WIS

BUTCHER KNIVES

BUTCHERS' CLEAVERS

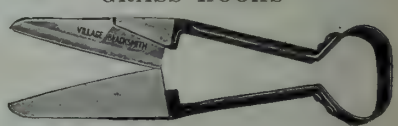
SCREW DRIVERS

STAR DRILLS

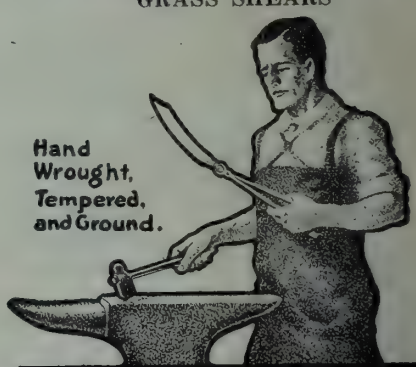
PUNCHES

COLD CHISELS

GRASS HOOKS



GRASS SHEARS



TRADE VILLAGE MARK

BLACKSMITH

HOUSEHOLD KNIVES,
BUTCHER KNIVES & CLEAVERS,
FINE MECHANICS TOOLS.
GRASS HOOKS, GRASS SHEARS
SHEEP SHEARS
CORN KNIVES & HOOKS
HEDGE KNIVES

WASHINGTON CUTLERY CO.,
WATERTOWN, WIS., U. S. A.

Canadian Representatives:

C. C. CRAIG CO.

332 Bannatyne Ave. Winnipeg — 11 Colborne St. Toronto

Stocks carried by the following Jobbers:

Merrick-Anderson Co., Ltd., Winnipeg
Miller-Morse Hdwe. Co., Ltd., Winnipeg.
Wood Vallance, Ltd., Winnipeg.
Morrison-Blackwood Hdwe., Ltd., Moose Jaw
Lynch, Parker & Plews, Regina.
Merchants Hdwe. Specialties, Ltd., Calgary.
Motor Car Supply Co., Ltd., Calgary.
Revillon Wholesale, Ltd., Edmonton.
Millen's, B.C., Ltd., Vancouver.
Chas. S. Thompson & Sons, Vancouver.

ORDER FROM YOUR JOBBER, OR WRITE US.

If interested tear out this page and place with letters to be answered.

PICKS

No. 5

Made of best high-grade, open-hearth steel, hammer forged and correctly tempered. Finished in black with polished points.

THE WARREN TOOL & FORGE COMPANY
234 Griswold St. Warren, Ohio, U.S.A.

PIPE STRAPS

(Electro-Galvanized)

Assorted Sizes
¼ inch to 3 inch

Also
Metal Stamping for Manufacturers

WALTER H. WICKWARE
53 Booth St.
OTTAWA CANADA

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

Standard Tube Company
LIMITED

Manufacturers of

STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes ⅜″ to 2″, 14 to 20 Gauge.

WOODSTOCK ONTARIO

SHEFFIELD CUTLERY

H.R.S & Co.
Regd. Trade-Mark

Henry Rogers, Sons & Co., Ltd.
Estab'd. 114 Years
SHEFFIELD AND WOLVERHAMPTON ENGLAND

Representatives: Harry F. Moulden & Son, Winnipeg

PLUMBS **SAND'S** LEVELS

Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, 23 Richmond Bldg.
TORONTO, ONT.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

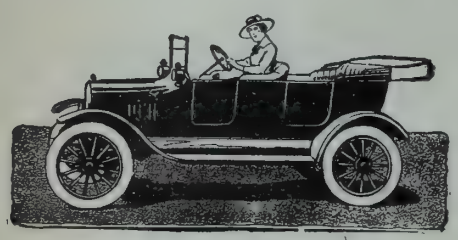
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg

Sankey & Mason, 839 Beatty Street, Vancouver.

If interested tear out this page and place with letters to be answered.

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.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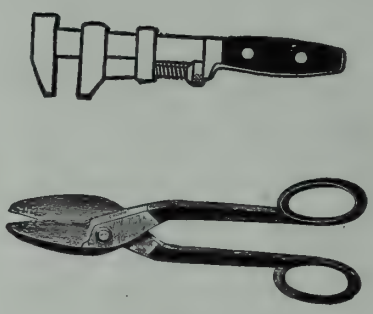
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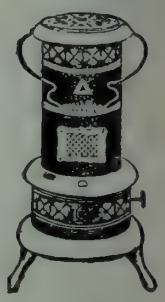
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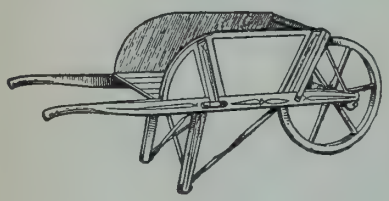
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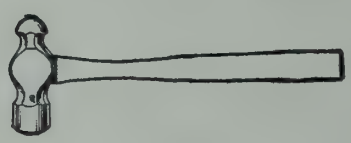
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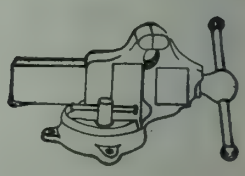

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

BUYING HABITS!

How a human trait may Keep oil sales from you —A remedy

MOST folks in any town know the local hardware merchant. He is an important member of his community. The housewife thinks of him when she needs tacks to put up a shade. Boys think longingly of bright-faced hatchets as they pass his hardware store. Men of all trades look to the hardware merchant for tools.

Yet, from force of habit, the very man who buys tools from you, Mr. Hardware Merchant, will often drive his car blocks further to get a can of Gargoyle Mobiloils.

How can you change this human trait?

Here are 4 steps which are bringing oil sales to hardware merchants the country over:

1. Hang out the Gargoyle Mobiloils flange sign which we will gladly send you. It is sure to attract many passing motorists who know the value of scientific lubrication.

2. Have cans of Gargoyle Mobiloils constantly in your window, where people can see them.

3. Place your stock of Gargoyle Mobiloils in a handy, light place.

4. Hang the Chart of Recommendations in a conspicuous place on your wall. It will show people you sell oil in the scientific way.

Hardware dealers who use these sales helps report new impetus in their lubricating oil sales.

GARGOYLE
Mobiloils
A grade for each type of motor

IMPERIAL OIL LIMITED
Marketers of Gargoyle Mobiloils in Canada
BRANCHES IN ALL CITIES

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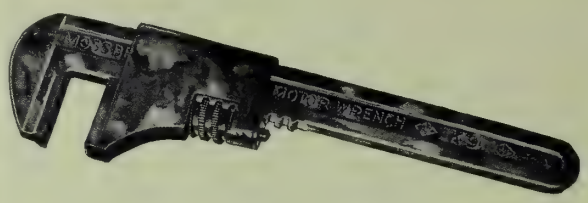


K-9 Adjustable Wrench

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

A Business-Building Line

THE dealer who sells Mossberg Tools not only makes a good profit—he gets a quick turnover on his stock and builds up his trade through satisfied customers.

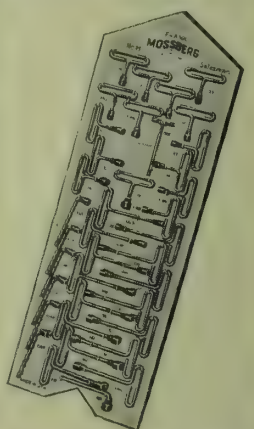
The completeness of the Mossberg line makes the possibility of a sale greater. There is a wrench or tool for every purpose.

The garage man, the motorist, the expert mechanic, each with his individual requirements, may find the right wrench among your Mossberg stock.

The Mossberg reputation for strength and service helps you to make your sales—it builds your business.

Write for complete 1920 catalog.

"600" Board, Assortment of Necessities for Fords



"H" Board of Mossberg Indestructible All Steel Socket Wrenches

WALTER I. TUTTLE, *President and General Manager.*
FRANK T. CHASE, *Treasurer and Sales Manager.*
EVERETT L. FORD, *Secretary and Superintendent.*

FRANK MOSSBERG COMPANY

WRENCHSMITHS FOR 20 YEARS

LAMB STREET

ATTLEBORO, MASSACHUSETTS

FRANK MOSSBERG CO. ATTLEBORO MASS

If interested tear out this page and place with letters to be answered.

Every Can Contains Lasting Protection for the Car Owner

Mohair Top Dressing

Waterproofs and Re-rubberizes

Pints 85c
Quarts $1.50

Produces a black, silky and lasting finish. Leaves top soft and pliable.

Drab Lining Dye

Pints $1.35
Quarts $2.50

Re-dyes and re-finishes inside top linings a fresh light color. Covers all stains and discolorations.

Knu-Lac Top Dressing

For Ford Cars

Pints 75c
Quarts $1.35

For imitation of leather tops. Re-finishes a rich, glossy black; waterproofs and re-rubberizes.

These Top Dressings and all our products offer you powerful selling points. They are the only Dressings on the market having a LIQUID RUBBER base to Waterproof and Re-rubberize the Top material. They leave the Fabric Soft and Pliable. They put back into the Top something which has gone out through deterioration, giving it that factory newness and durability.

OTHER CAR ECONOMIES

DULL-LAC TOP DRESSING
Puts on a Rich, Egg-shell Finish.

RE-KNU UPHOLSTERY DRESSING
Makes Old Cushions Look and Wear like New. Dries in 15 Minutes.

RE-KNU BLACK LINING DYE
Re-dyes, Covering all Stains and Discolorations—concentrated.

GLOSS BLACK ENAMEL
An Elastic Enamel to re-finish the entire car.

BURBANK O.D. TOP DRESSING
Re-dyes the Top a Light Drab Color — Waterproofs and Re-rubberizes.

RE-KNU RUBBER TIRE PAINT
Gives the Tire that new appearance. Does not wash off.

STAY-ON AUTO TOP PATCHES
Mends all Holes and Cuts.

BEATS-ALL TUBE PATCHES
Fixes that Puncture Quickly.

BEATS-ALL RADIATOR CEMENT
A Liquid Cement—Stops all Leaks.

BEATS-ALL SPRING LUBRICANT
Stops that Squeak. It leaves a Graphite Deposit on Each Leaf.

ENGINE ENAMEL
Black and Grey. Stands a high Heat Test.

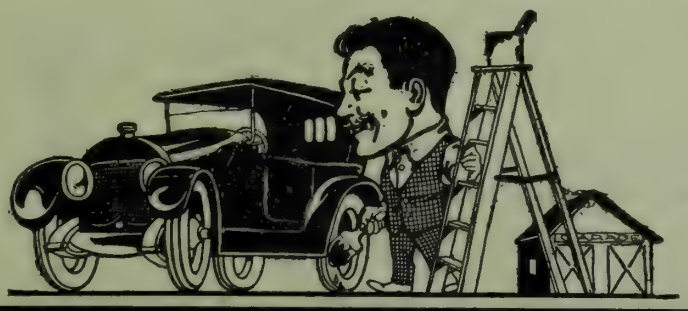
FENDER ENAMEL
For Retouching—Dries Quickly.

FOR SALE AT LEADING HARDWARE AND ACCESSORY STORES

Manufactured by

AUTO SPECIALTIES MFG. CO.

FORT ERIE - CANADA



Write to-day for our liberal trade plan and sample order.

Our Representatives

Aggressive Agencies Co., 35 Notre Dame East, Montreal, Que.

Wizard Auto Products Co., 52 Shanley Street, Toronto, Ont.

C. G. Lee, 114 Pantages Bldg., Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

"3450" Insulators Are Practically Indestructible

They are so hard and tough that they stand up under treatment that is never experienced even in emergency use in a motor or engine.

You can heat them white hot then douse them in water—knock them with a wrench—drive them through a cake of lead—drop them on the floor, and you won't find a chip or crack in the glaze.

Do you realize what this means in ignition efficiency?

Champion

Dependable Spark Plugs

all have "3450" insulators. There's a type that will help to increase the efficiency of every motor car, truck, tractor, farm engine, motor boat, motor cycle or aeroplane.

Knowledge of this wonderful efficiency is a big sales help to the dealer who handles Champions. It creates business without the necessity of having to "sell" each customer.

Link up your store with our advertising and selling campaign, by displaying Champions and our dealer helps. It will put many dollars in your pocket without a great deal of effort on your part.

Keep the full line of Champions on hand, and get the full benefit of our promotion.

Champion A 43

⅞ inch, 18

Price $1.00

For use in heavy service motors, trucks, tractors and farm engines

Champion Spark Plug Co., of Canada, Limited
Windsor, Ontario

Largest factory in Canada making Spark Plugs exclusively and the only factory making "Champions."

111

If interested, tear out this page and keep with letters to be answered.

NOW—

AMES HOLDEN TIRES

"UNIVERSAL" TREAD

Durable and dependable Tires, made in Canada and built up to a standard that assures the tire buyer the very maximum of service for every cent of purchase price.

Guaranteed—

Every tire bearing the Ames Holden name and Serial Number is guaranteed free from imperfections in material and workmanship.

Our Mileage Guarantee Is a Satisfied Customer

AHM System

Grey and Red Tubes

Dealers! Write for price list and sample section

AMES HOLDEN McCREADY LIMITED

Halifax — St. John — Quebec — Montreal — Ottawa — Toronto
London — Winnipeg — Regina — Saskatoon — Edmonton
Calgary — Vancouver

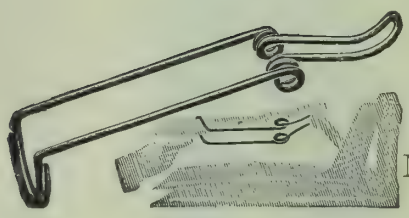
If interested, tear out this page and keep with letters to be answered.

Good Sellers!

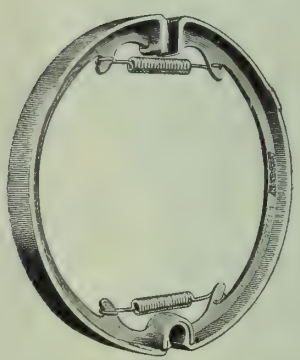
Are You Getting Your Share of Profits from the

ADAMSON LINE

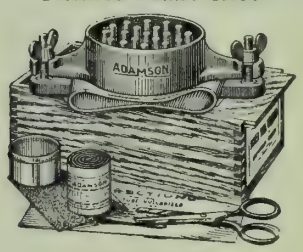
Prices Effective August 1st, 1920:—



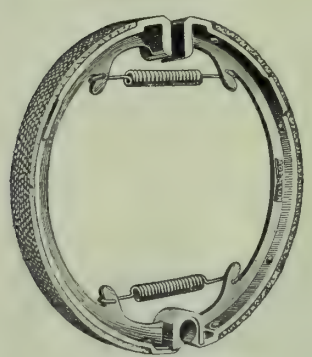
Tie Rod
Anti-Rattler Spring



Unlined Brake Shoe



Model "T"



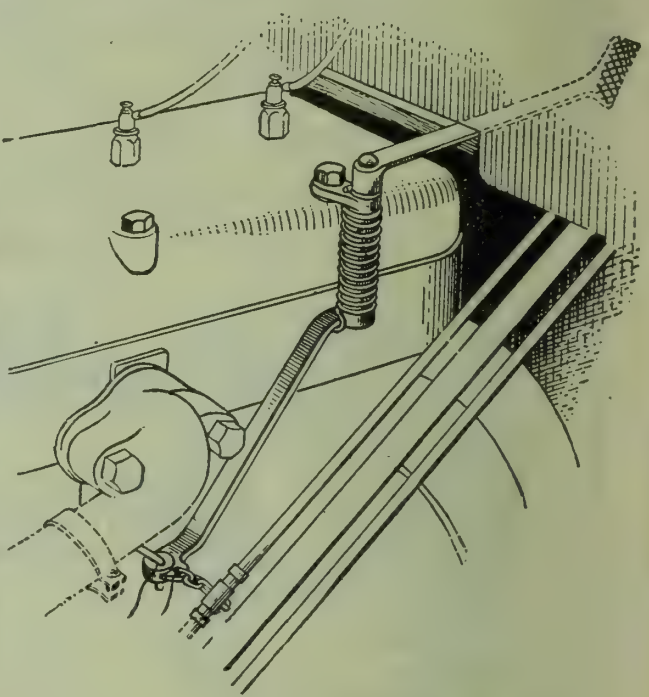
Lined Brake Shoe

Vulcanizers

Model E	each	$1 75
" M	each	2 00
" T	each	3 00
" U	each	4 00
" S	each	20 00

ADAMSON Repair Gum

¼ lb. Rolls	each	75
½ lb. Rolls	each	1 50
1/12 lb. Kit Rolls	doz.	3 00
Quick Patch	can	50

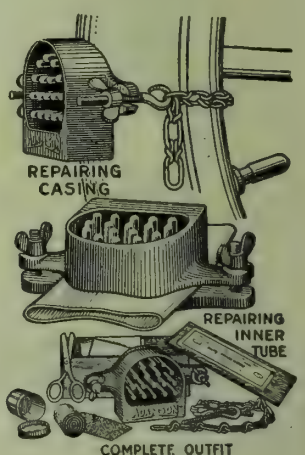


Accelerator for Fords

Brake Shoes for Fords

Unlined, with 4 springs	pair	$1 30
Lined Shoes, with 4 springs	pair	2 25
Cut-Outs for Fords	each	2 25
Accelerators for Fords	each	2 50
Anti-Rattler Springs for Fords	pair	50

Model "S"



Model "U"

ADAMSON MANUFACTURING CO.

HAMILTON - CANADA

L. C. FLAHERTY, Prop.

The Standard Spark Plug of the World

At the Uniontown Speedway, in the 225-mile Universal Trophy race, Tommy Milton added another victory to the AC Spark Plug record for 1920. His triumphant Duesenberg, which averaged 94.9 miles per hour for the distance, was equipped with AC's. So were the Duesenbergs of Eddie O'Donnell and I. P. Fetterman, who finished third and fourth respectively. These drivers knew that AC Plugs would serve them unfailingly regardless of what was asked of them. Dealers, in selling AC's, know, too, that their customers can ask nothing of AC's that AC's cannot give. That's why it pays to concentrate on the complete AC line. Dealer information sent on request.

Champion Ignition Company
FLINT, *Michigan*

U. S. Pat. No. 1,135,727, April 13, 1915. U. S. Pat. No. 1,216,139, Feb. 13, 1917. Other Patents Pending

These manufacturers use AC Spark Plugs for factory equipment

PASSENGER CARS

Ace
Alsace
American Beauty
Anderson
Apperson
Argonne Four
Bell
Bellanger Freres (France)
Birch
Bour-Davis
Bradley
Buick
Cadillac
Cameron
Case
Chandler
Chevrolet
Cleveland
Cole
Comet
Commonwealth
Daniels
Davis
Dodge Brothers
Dort
Essex
Glide
Gray Dort (Canada)
Hamlin-Holmes Front Drive
Hanson Six
Hatfield
Haynes
Hudson
Hupmobile
Jackson
Jordan
Kenworthy
Kissel Kar
LaFayette
Leach Power-Plus Six
Liberty
Locomobile
Maibohm
Marmon
McLaughlin (Canada)
Meteor
Mitchell
Monroe
Nash
National
Nelson
Oakland
Oldsmobile
Packard
Paige
Pan
Paterson
Phianna
Pierce-Arrow
Pilot
Porter
Premier
Reo
Re Vere
Roamer
R & V Knight
Saxon
Scripps-Booth
Walden W. Shaw
Sheridan
Singer
Standard Eight
Stanwood
Stearns-Knight
Stevens-Duryea
Stewart
S-S-E-Co
Tarkington
Texan
Vogue
Westcott
Dependable
Diamond T
Diehl
Dodge Brothers
Duty
Elmira
Federal
Frontmobile
F-W-D
Gary
Golden West
Gramm-Bernstein
G & J (Canada)
G. M. C.
Hahn
Hall
Harvey
Hendrickson
Hewitt-Ludlow
Highway-Knight
Hurlburt
H. R. I.
Independent
Italia
J & J
Kalamazoo
Karavan
Kearns
Keystone
Kissel
Kleiber
Klemm
Koehler
Low-Bed
L. M. C.
Maccar
Maibohm
Master
Maxim
Menominee
Moreland
Napoleon
Nash
Nelson-LeMoon
Netco
Noble
O. K.
Old Reliable
Oldsmobile
Oneida
Oshkosh
Packard
Paige
Parker
Patriot
Pierce-Arrow
Pittsburgher
Ranger
Reo
Reynolds
Riker
Robinson Fire Apparatus
Rock Falls
Rowe
St. Cloud
Sandow
Sanford
Schwartz
Signal
Sterling
Stewart
Stoughton
Sullivan
Super
Texan
Tiffin
Titan
Tower
United
Universal
Ursus
Walter
Ward-La France
Watson
White
White Hickory
Wichita
Wilson
Wolverine
Dart
Do-It-All
Eagle
Flour City
Holt
Howell
Knox
La Crosse
Lauson
Linn Road
Minneapolis
New Britain
O. K.
Oldsmar Garden
Pioneer
Samson
Sawyer-Massey (Canada)
SpryWheel
Stockton
Tioga
Topp-Stewart
Turner-Simplicity
Ursus
Wetmore

ENGINES

Associated
Beaver
Bessemer Gaso-Kero
Buda
Buffalo
Capital
Continental
Curtiss
Doman
Duesenberg
Eclipse
Fairmont Railway
Falls
Frisbie
Galloway
Gray
G. B. S.
Hall-Scott
Herschell-Spillman
J. V. B. Marine
Knox
Lathrop Marine
Midwest
Milwaukee Gasolene Locomotive
Minneapolis
Red Wing Thoroughbred
Roberts
Rutenber
Scripps
Speedway
Sterling
Straubel
Trego
Union Marine
Van Blerck
Veerac
Vim
H. J. Walker
Weber
Wisconsin
Woolery
W. S. M.

COMMERCIAL CARS

Ace
Acme
Ahrens Fox Fire Trucks
American-La France
Apex
Atco
Available
Bell
Betz
Bollstrom
Bradley
Bridgeport
Brinton
Brockway
Buffalo
Chicago
Collier
Comet
Conestoga
Dart
Defiance
Denby (Canada)

MOTOR-CYCLES

Briggs-Stratton Motor Wheel
Excelsior
Henderson
Johnson Motor Wheel

TRACTORS

Advance-Rumely
Appleton
Avery
A & T
Bates Steel Mule
Beeman Garden
Boring
Buffalo
Bullock Creeping-Grip
Case
Clark
Comet

FARM LIGHTING PLANTS

Automatic
Daytonlite
Delco-Light
Dynelectric
Electrion
Fairbanks
Genco Light
Globe Light & Power
Lalley-Light
Lucolite
Meyerlite
Nan-Ki-Vel
Northlite
Owens Light & Power
Perfection
Powerlite
Roco
United
Wesco

MISCELLANEOUS

Austin Mfg. Co.
Domestic Engine & Pump Co.
Ingersoll-Rand Air Compressors
Koehring Road Pavers
Maytag Washing Machines
Mudge Railway Cars
Perfect Power Sprayers
Sullivan Portable Air Compressors
Wade Drag Saws

If interested tear out this page and place with letters to be answered.

B·S·A

SPORTING RIFLES

LEE-ENFIELD ACTION

The B. S. A. Sporting Rifle illustrated has the same action as the famous Lee-Enfield model which proved superior in the firing lines of France. In extremely cold climates the Bolt always functions perfectly—a feature thoroughly appreciated by many veteran hunters where the mercury is below zero.

Since the war there has been a world-wide demand for B. S. A. Sporting Rifles. Dealers can therefore be sure of ready sales. There is satisfaction also in knowing that you are selling a good article that will help maintain the prestige of your business. The B. S. A. Trade Mark stands for rifles and shot-guns of unerring accuracy, perfect balance and excellent workmanship. It is a pleasure to place one of these firearms in the hands of a customer—to see him test its balance, open and close the breech, bring the butt to his shoulder and decide it will be *his* rifle!

Dealers are invited to write concerning the stocking and selling of B. S. A. Rifles and Shot-Guns.

Available from Montreal Stock

B. S. A. GUNS, Ltd., Birmingham, England

FRASER COMPANY

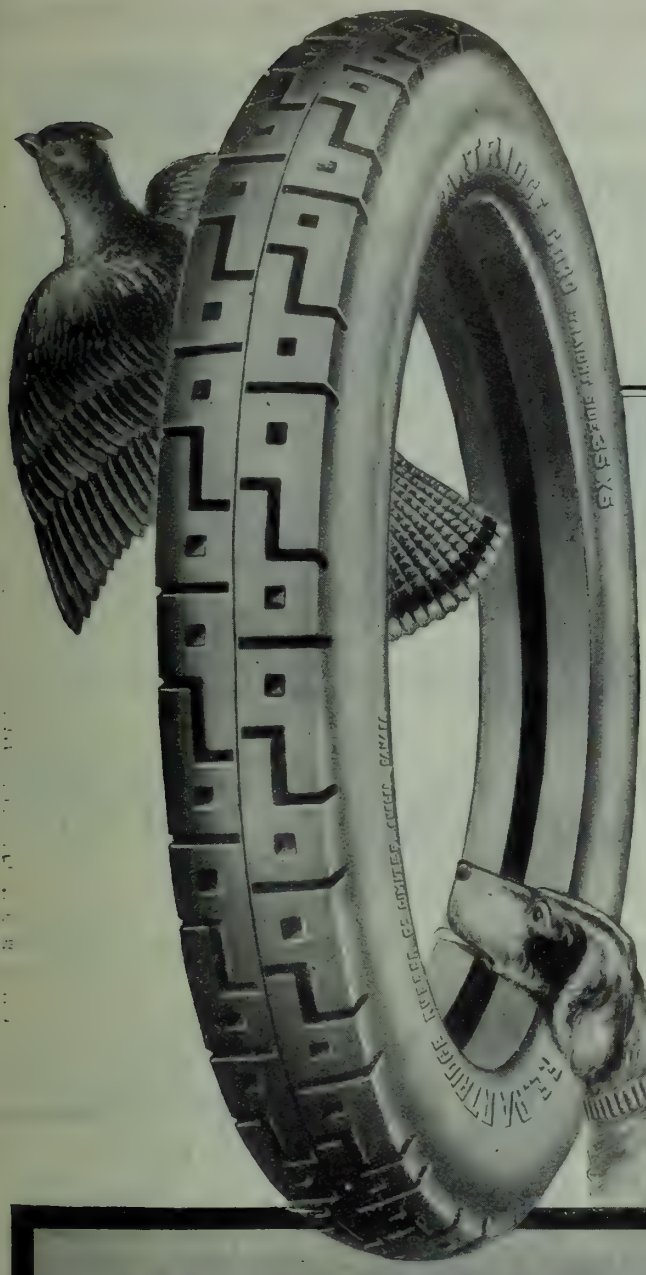
10 Hospital Street Montreal, Canada

Canadian Distributors

PRODUCTION EQUIPMENT CO., 5-9 Union Square, New York, N. Y.

Sole Agents for U. S. A.

If interested tear out this page and place with letters to be answered.



Cord or Fabric.

Cord Tires

Since its inception, the F. E. Partridge Rubber Company, Limited, has unhesitatingly adhered to the policy of giving to its dealers only products which would sell readily and build up, by exceptional quality, an enviable reputation for dependability.

To meet the incessant demand for Cord Tires, the Company has doubled the capacity of its plant, and is now producing, with the usual Partridge super-efficiency, cord tires of outstanding quality and value.

Every dealer knows that motor car owners willingly pay a higher price for Cord Tires—if they are sure that they are getting tires which justify the price.

Partridge Cord Tires more than justify their cost. Strength, durability and dependability is built into them—and they prove their economy by giving long terms of satisfactory service, free from the inconveniences of tire trouble.

Prove to your customers that price should never be considered when buying Partridge Tires—for Partridge always give a handsome return in tire service.

The F. E. Partridge Rubber Co., Ltd.

Guelph - Ontario

PARTRIDGE TIRES

Game as Their Name

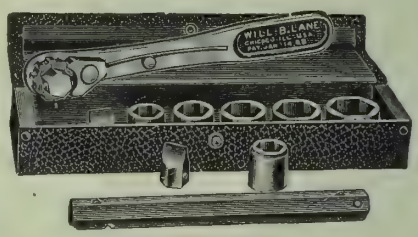
If interested tear out this page and place with letters to be answered.

Lane's Handy Auto Ratchet Tools

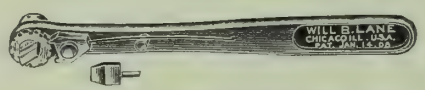
A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.

SUPER-UNIQUE SET


FORD SET

STANDARD SET


OFF-SET RATCHET SCREW DRIVER

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

A line that meets many requirements and presents unusual selling opportunities for the dealer.

Manufactured by

Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Illinois

The Plug with the Hotter Spark

The ball point of the "M&S" spark plug concentrates the current and intensifies the heat. This gives a sure, hot spark—producing better combustion and greater power.

The "M&S" plug is made in all styles to suit every make of car—it is standard equipment on the popular new Overland "4."

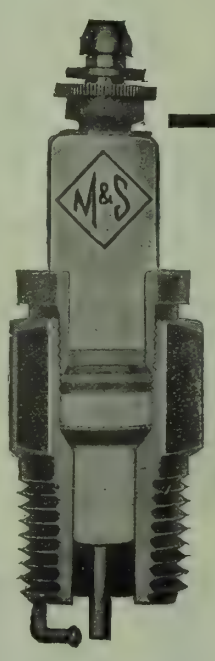
The "M&S" plug is made in Canada and guaranteed to give complete satisfaction.

Dealers:—Ask your jobber for the "M&S" plug.

No. Models
500—½" Standard
501—⅞" Standard
502—⅞" Long
503—⅞" Long with Chevrolet Terminal
506—½" Long
504—Regular Porcelain
505—Chevrolet Porcelain

MACHINE & STAMPING CO., Ltd.
1209 King St. West
Toronto, Ont.
Commercial Dept.
Russell Motor Car Co., Ltd.

25



The Plug with the Hotter Spark

The ball point of the "M&S" plug creates a larger and hotter spark, causing more complete combustion. This hot spark will give your car new life and more power.

The three-in-one terminal is adapted to any style ignition wiring. The high-grade chemically glazed porcelains are interchangeable—one porcelain fits all plugs.

Dealers—The "M&S" plug is standard equipment on the new Overland "4". Ask your jobber for them.

No. Models
500—½" Standard
501—⅞" Standard
502—⅞" Long
503—⅞" Long with Chevrolet Terminal
506—½" Long
504—Regular Porcelain
505—Chevrolet Porcelain

MACHINE & STAMPING CO., Ltd.,
1209 King St. West,
TORONTO
Commercial Dept.
Russell Motor Car Co., Ltd.,

26

If interested tear out this page and place with letters to be answered.

Millions Have Bought It
—millions more need it!

Millions of SHALER 5-Minute Vulcanizers have been sold to motorists.

Millions of other motorists are being induced, through our large advertising campaign, to want the SHALER 5-Minute Vulcanizer.

The dealers who sell it make the profits.

Dealers predict larger sales of SHALER 5-Minute Vulcanizers for the future than during the past. Larger repeat-sales—and profits for dealers—must follow.

SHALER 5-MINUTE VULCANIZER

Every sale of a SHALER 5-Minute Vulcanizer is *not* one sale and one profit alone—it means that more sales will follow from the same customer, because he needs to buy the Patch-and-Heat Units regularly for use with the SHALER.

This repeat business comes to you—and brings you regular profits—in addition to your profits from selling the SHALER Vulcanizer—and without any effort on your part.

Get Your Share of This Big Business—Order from Your Jobber Today!

Keep a good stock of SHALER 5-Minute Vulcanizers and SHALER Patch-and-Heat Units. Display them prominently in your windows and on your counters, so that motorists know you sell them. Our advertising will bring customers to your store—the SHALER sells itself. Order from your jobber today or write us at once for full information and catalog of the complete SHALER Line.

C. A. SHALER CO. 1509 Fourth Street Waupun, Wis.

Oldest and Largest Manufacturers of Vulcanizers in the World

If interested, tear out this page and keep with letters to be answered.

"Hammer the Hammer"

The World-famous Slogan that Sells Iver Johnson Revolvers

Every day, people walk into stores where Iver Johnson revolvers are sold and ask for the "Hammer the Hammer" revolver. Perhaps they have forgotten who makes it, probably they don't know of the other excellent features of the revolver—but they do know it is the revolver that can't go off by accident, and they want it.

If you want a share of this business, if it is worth a few minutes of your time to close such sales, deliver a revolver that stays sold and gives a full measure of satisfaction—write for catalogue and complete dealer information.

Stock the entire line—22, 32, 32 special and 38 calibers, Hammer and Hammerless models with Regular, Perfect Rubber, and Western Walnut grips.

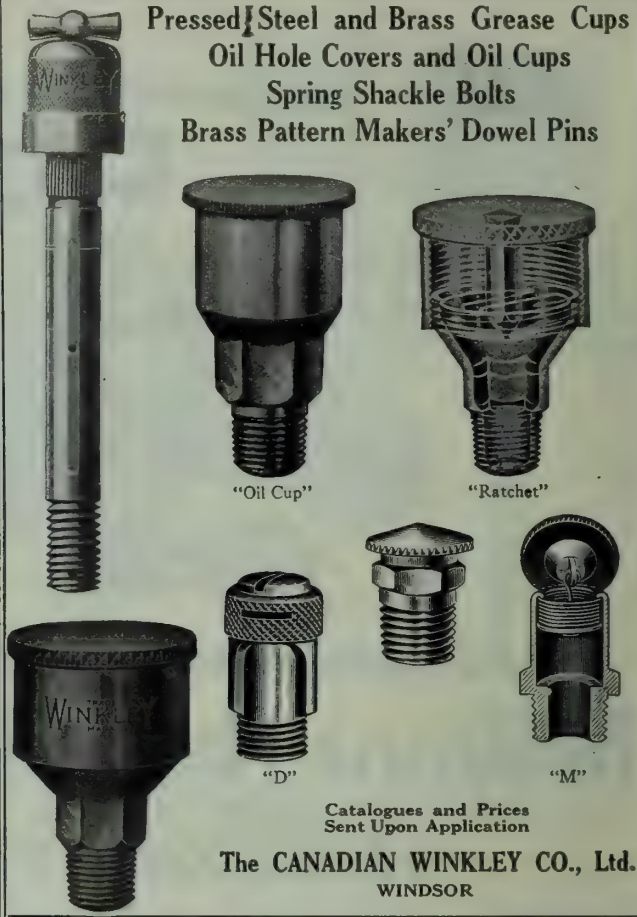
Why not stock Iver Johnson shotguns, too? Then you can capitalize on the entire Iver Johnson line of firearms. Perhaps you will be interested in Iver Johnson bicycles and motorcycles, too. Write for full information.

Iver Johnson's Arms & Cycle Works
330 River Street, Fitchburg, Mass.
99 Chambers Street, New York 717 Market Street, San Francisco

IVER JOHNSON SAFETY—AUTOMATIC REVOLVERS

"The Safe Revolver to Sell"

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins



Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

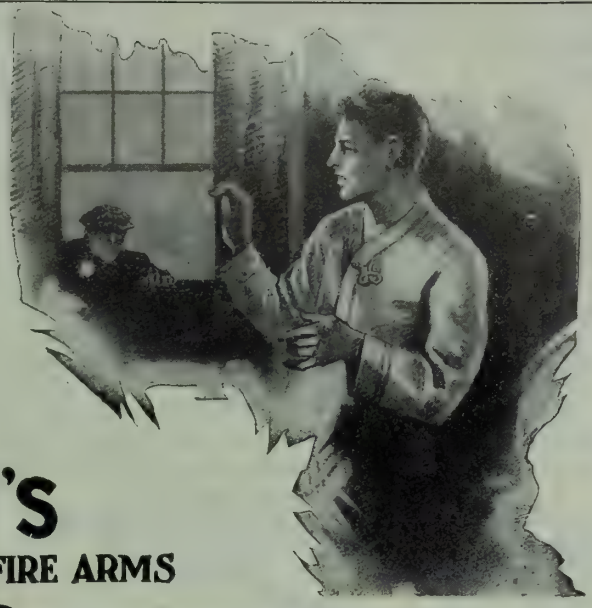
If interested tear out this page and place with letters to be answered.

The Defenceless Man —Put a COLT in His Hand

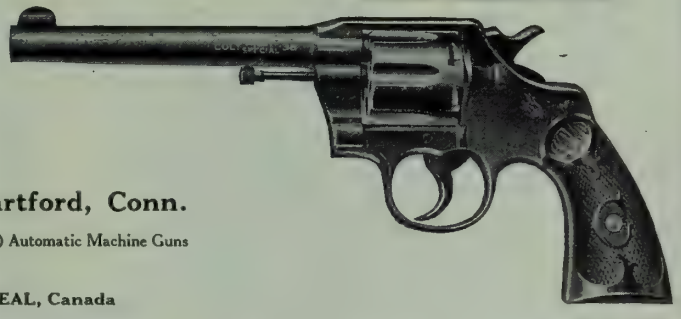
EVERY one of your customers requires the protection of a Colt Automatic Pistol or Colt Revolver in his home.

We are in the midst of restless times. Newspapers are full of accounts of "breaking and entering" in the night time—a form of crime made comparatively safe by the ease with which these midnight prowlers can make their "get away" by automobile.

Armed with a Colt, the householder knows that he is safeguarded by "the world's right arm." There is no protection that you can sell in the fire arm field equal in efficiency and safety to a Colt.



COLT'S FIRE ARMS



Illustrated Printed Matter Mailed Free On Request.

COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn.

Manufacturers of

Colt's Revolvers | Colt's Automatic Pistols | Colt's (Browning) Automatic Machine Guns | Colt's (Browning) Automatic Machine Rifles

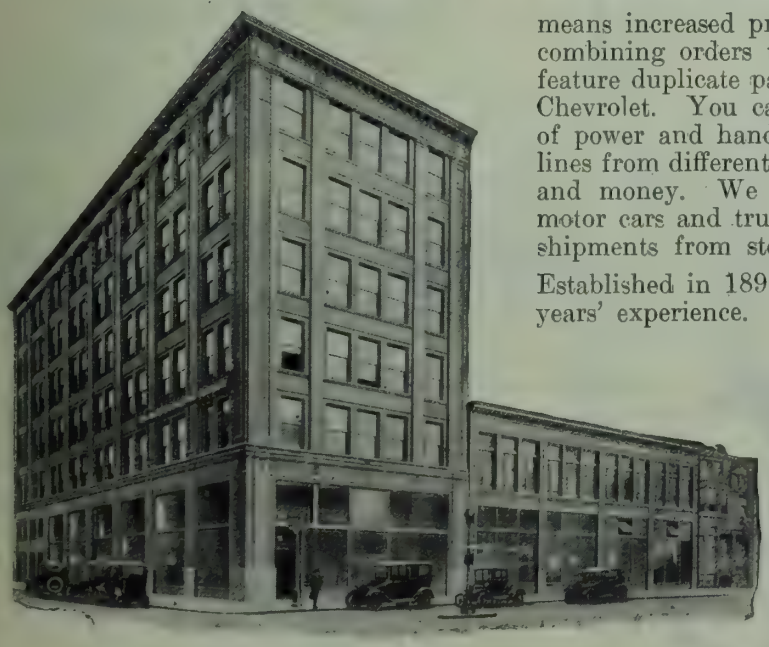
Canadian Representatives:

A. MACFARLANE & CO., LIMITED, Coristine Bldg., MONTREAL, Canada

Automotive Accessories

International Service

Combined Buying



means increased profits. You save time and trouble by combining orders to us for all your requirements. We feature duplicate parts for popular cars such as Ford and Chevrolet. You can depend on us for shop equipment of power and hand tools. To attempt purchasing these lines from different factories, means extra expense in time and money. We can supply you with everything for motor cars and trucks, and can make quick, complete shipments from stock.

Established in 1896, the B-R Co. service is based on 24 years' experience.

Tools and Hardware, Garage Equipment, Bicycles and Tires, Cycle Supplies.

Write for Prices, Terms and Catalog. Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

Branches—New York, San Francisco, Detroit, Pittsburgh and Kansas City. Cable Address—"Beckley." Codes—A.B.C. 5th Edition and Western Union.

If interested, tear out this page and keep with letters to be answered.

Let Us Work for You—

"No Order too Large"; make this your slogan. We carry a complete line of everything in building materials, tile, marble, terrazzo, mantels, fire-place fittings, etc. Wire, 'phone, or write. Let us work for you. Be our agent in your district.

We cover Western Ontario and Niagara Peninsula.

Kent - Garvin Co., Limited
Hamilton, Canada

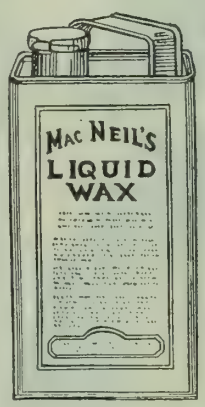
We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application *Immediate Shipment*

JAMES HUTTON & CO.
706 Shaughnessy Building - MONTREAL



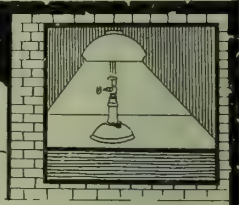
MacNeil's Liquid Wax

THE WAX THAT SELLS

Discriminating customers buy MacNeil's Liquid Wax. They recognize its superior qualities, and appreciate its advantages. Canadian-made product. It cleans and polishes, and is guaranteed to contain no acid or other injurious chemicals. Adopted by the Government Railways. Made in four grades.

MacNeil's Liquid Wax Co., Ltd.
78 Ontario St. Toronto

Dixon Safetee Lamp



Safe and Efficient

A 300-candle power lamp; safe and efficient. Costs less than one cent an hour. Not an experiment—but a proven success. Sells on sight.

At all Good Jobbers

The Hamilton Gas Mantle Company, Limited
Head Office and Factory:
TORONTO HAMILTON, CANADA MONTREAL

Maple Leaf Belt Dressing Prospects!

Every belt user in your town is a prospect for Maple Leaf Belt Dressing. Every one you sell makes a friend for you. There is a good margin of profits in its many sales.

Order from your Jobber

DOMINION BELTING COMPANY, LIMITED
HAMILTON CANADA

If It's Great Western

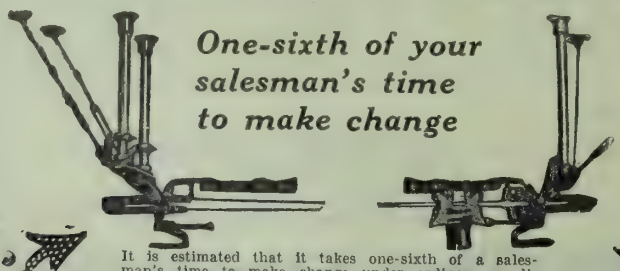
Solder - Lead - Babbitt Metal
It's Good
Made in Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Chamber of Commerce Bldg., Winnipeg, Man.

A. G. Low Co., Saskatoon Sask.



One-sixth of your salesman's time to make change

It is estimated that it takes one-sixth of a salesman's time to make change under ordinary conditions. This means the time of one salesman in a staff of six. Eliminate the running and five salesmen can do the duties of six.

Our Cash Carriers will accomplish this for you, and at a greatly reduced cost with more efficiency. There also would be two persons in every transaction, viz., the salesman and cashier—each checking the other—and your money will be in the custody of one person, and in your office, where it properly belongs. Had you thought of it in this way? Our leaflet explains it fully.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

CRANE MALLEABLE FITTINGS

CRANE LIMITED

HEAD OFFICE & WORKS
1280 ST. PATRICK ST
MONTREAL

Branches: Toronto, Winnipeg, Vancouver.
Sales Offices: Halifax, Quebec, Ottawa, Calgary.

NORTHLAND SKI MANUFACTURING CO.

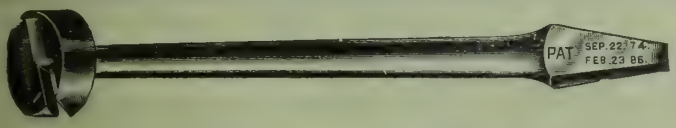
SKI, TOBOGGANS, SNOWSHOES and ACCESSORIES

Best Sellers Liberal Profits None Better Made

Order now for next season.

Write for catalog and Price List.

NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest Manufacturers of Ski in the World.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Removing Broken Ford Cylinder Bolts

A popular seller with all Ford owners. This set removes broken cylinder head bolts quickly—a frequent job on a Ford. Not necessary to take off cylinder head, for special guide holds drill accurately to line. Set consists of drill, guide and tap.

Send for Catalog 86-M.C.

Stevens & Company
375 Broadway, New York City

The easiest way to remove tires from split rims. Fits all types of cross cut demountable rims. Collapses, holds rim collapsed while changing and forces rim back on tire again.

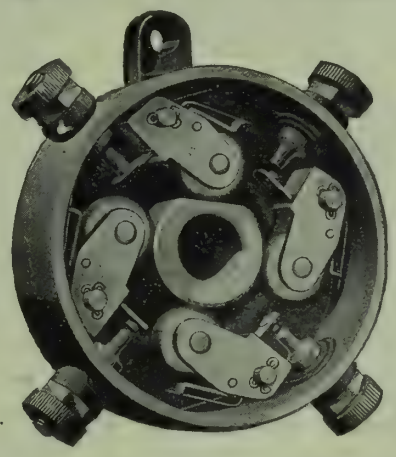
Price $6.00

Sold by

NORTHERN ELECTRIC CO., Ltd.

Montreal, Quebec, Toronto, Winnipeg, Calgary, Edmonton, Halifax, Ottawa, London, Regina

Duplex Timer for Double Duty — Masterpiece Timer — Fords



More Power with Less Fuel

The Duplex Timer is built by men of long experience in the construction of Timers, with an intimate knowledge of the many troubles encountered in its operation, built of the best materials, a case of solid stamped cold rolled steel, eliminating internal condensation of moisture, all joints between fibre parts and case filled with high grade electrical varnish, baked at high temperature, eliminating water pockets between the case and current carrying parts. Tungsten points 5-32 inch in diameter, twice the surface that is used in similar timers.

In the Duplex we submit to you a Masterpiece Timer.

Write for particulars.

Franco-British Supply Co.
Winnipeg Manitoba

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

Cameron Metal Drawers

LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures.

Cameron & Co.

74 Logan Avenue Toronto, Ont.

If interested tear out this page and place with letters to be answer d.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED—THREE LIVE-WIRE REPRESentatives—one for the Maritime Provinces, one for Province of Quebec and one for Eastern Ontario and Ottawa Valley—for line of Aluminum Ware and Hardware Specialties. Apply with full particulars to The Louis McLain Co., Ltd., Kitchener, Ont.

WANTED — HARDWARE CLERK, EXPERIenced and capable. References required. Box 121, Hardware and Metal.

WANTED — EXPERIENCED HARDWARE clerk of good appearance, single, with good education, to spend two months at Toronto and then go to Winnipeg branch of company. Give all details in letter to Box 31, Hardware and Metal.

HELP WANTED — GOOD TINSMITH, ONE willing to assist in hardware store when required. Box 96, Hardware and Metal.

WANTED

EXPERIENCED PAINT MAN

With selling ability to work Western Canada territory

State experience, salary expected, married or single.

MARSHALL-WELLS CO.
LIMITED
WINNIPEG

WANTED.—Salesman having established connection with the hardware trade, to sell a well-known line of Aluminum Kitchen Utensils on a commission basis in the following territory:

MANITOBA
ALBERTA
SASKATCHEWAN
BRITISH COLUMBIA

Apply stating experience, etc., and how often territory is covered, to Box 108, "Hardware and Metal."

SITUATIONS WANTED

HARDWAREMAN, WITH 30 YEARS' EXPERIence, seeks managership of retail store. Take full control. Excellent references. Ontario preferred. Box 799, Hardware and Metal, Toronto.

MARRIED MAN, RESIDENT OF NORTHERN Ontario, wants position as salesman, selling to mines and hardware trade. Thorough knowledge of country and trade. Reply to Box 310, Hardware and Metal.

YOUNG MAN WITH BUSINESS EDUCATION and four years' experience clerking, two in hardware, desires steady position with retail store in Western Ontario. Box 318, Hardware and Metal.

TRAVELLER OPEN SEPT. 1

TRAVELLER WITH 15 YEARS' EXPERIENCE with leading Canadian firms, calling on hardware trade, is open for engagement Sept. 1. W. D. MacEdwards, Box 395, London, Ont.

WANTED

WANTED — AT ONCE, GOOD HARDWARE business. Box 90, Hardware and Metal.

FOR SALE

FOR SALE—TWO HUNDRED ACCOUNT CREdit file. National Cash Register make. Box 437, Dundas, Ont.

FOR SALE—GOOD LIVE ONTARIO BUSINESS established 20 years, splendid location. Owner retiring on account of other interests. Present turnover about thirty-five thousand yearly and can be greatly increased. Box 119, Hardware and Metal, Toronto.

FOR SALE—GOOD SET TINSMITH'S MACHines and tools, including Break. A bargain. Box 399, Hardware and Metal.

FOR SALE — CLEAN HARDWARE STOCK, about seven thousand. Town of nine hundred. Good farming district. Box 338, Hardware and Metal.

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

FOR SALE—HARDWARE STOCK AND STORE for sale. Town of 1300. Two railways. Good farming district and summer resort. About $9,000 stock. Best store in town. Retiring from business. Write Box 69, Hardware and Metal.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

MISCELLANEOUS

STOVE REPAIRS, FIRE BRICK, IRON LINings, water fronts supplied for Garlands, Pen Esthers, Acmes, Supremes, Crown Hurons, Silver Kings, Grand Ideas, New Empress, Climax Souvenirs, Huron Red Hot Furnaces, and all kinds of stoves. For complete list and prices write Grundy Bros., Strathroy, Ont.

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.

THE "CANNON OILER"

FORCES THE OIL ANYWHERE

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Order NOW of Your Jobber.

Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois U.S.A.

ESTABLISHED 1849

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Offices Throughout the Civilized World
OFFICES IN CANADA:

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Reputation gained by long years of vigorous, conscientious and successful work.

John A. Thompson — General Manager Western Canada
TORONTO

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller — Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

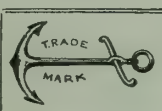
Quotations from
MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.



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We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

Sash Weights Wall Washers

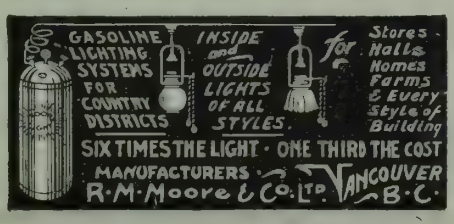
All Kinds of
Plain, Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.



BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED
K NIAGARA
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED
KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes. etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

Putty and White Lead

Quality Guaranteed Prices Right Let us Quote You

N. B. Prichard's Paint Works
The Dominion Metal Company, Limited
Sherbrooke, Que., Canada

CLIMAX PAPER BALERS

ALL STEEL — FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.
Hamilton, Ont.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

Northern Tape *Electric* Splice

insist on these Brands

Northern SPECIAL
VICTOR NOR-EL-CO

Northern Electric Company
LIMITED

INDEX TO ADVERTISERS

Acme Shear Co., The 145
Adams Mfg. Co. 171
Acme Waste Mfg. Co. 158
Acme Mfg. Co. 28
Antlers Foundry Ltd. 96
American Rolling Mill Co. 93
Arnott, Thos. Ltd. 126
Ashdown Hardware Co., J. H. 147
Atkins & Co., E. 28
Auto Specialties Mfg. Co. 165
Auto Strop Safety Razor 144
Aluminum Specialty Co. 97
Ames, Holden & McCready 167

Banwell Hoxie Wire Fence Co. 158
Barnett Co., G. & H. 152
Barrett Co., The 131
Barton Netting Co. 156
Beckley-Ralston Co. 175
Belleville Hdwe. & Lock Co. 26
Bemis & Call Hdwe. & Tool Co. 158
Berry Bros. 67
Beach Foundry Co. 27
Bolinder, J. & G. 115
British Aluminum Co. 97
Boeckh Co., Ltd., The 67
Brecken, Ltd., P. R. 126
Bowser Co., Ltd., S. F. 69
Birmingham Small Arms Co. 170
Brainerd Mfg. Co. 30
Brandram-Henderson 166
Bradstreets 178
Brett Mfg. Co., Ltd. 126
British Smelting & Refining Co. 31
Brown & Sharpe Mfg. Co. 11
Butterfield & Co. 14
Buffalo Specialty Co. 10
Burgess-Norton Mfg. Co. 36

Calendar Mfg. Co., John 126
Cameron & Co. 177
Canadian Die Casting Co. 179
Can. Foundries & Forgings, Ltd. 135
Canada Metal Co. 113, 115, 143
Canada Steel Goods Co., Ltd. 3
Canada Wire & Iron Goods Co. 158
Canadian Tube & Iron 125
Can. Lamp & Stamping Co. 174
Canadian General Electric Co. ..82-83
Canadian Winkley Co., Ltd. 174
Canadian John Wood Mfg. Co. 147
Canadian Wm. A. Rogers ...75, 78, 79
Can. National Carbon Co. 149
Cane & Sons, William 115
Cannon Oiler Co. (successors to R. E. Bloomer) 173
Cartland, Jos. & Son 30
Carhartt, Hamilton & Co. 87
Carswell, Morris & Co. 147
Carter White Lead Co., Ltd. 125
Caverhill, Learmont & Co. 22
Chamberlain Desolvo Co. 158
Chesterman, Jas. & Co., Ltd. 74
Champion Ignition Co. 169
Champion Spark Plug Co. 144
Channel Chemical Co...Inside front cover
Chicago Spring Butt Co. 143
Clayton & Lambert 143
Clemson Bros., Inc. 18-19
Concrete Bumper Co. 144
Collins Mfg. Co. 113
Climax Baler Co. 142
Coghlin, Ltd., B. J. 177
Collette Mfg. Co. 93
Crane Limited 176
Crescent Co., The 173
Colts' Patent Fire Arms Mfg. Co. 175
Craig Co., C. C. 160

Davidson Mfg. Co., The Thos. 141
Diamond Saw & Stamping Works 179
Dingley Bros. (Export), Ltd. 154
Dominion Belting Co. 176
Dominion Linseed Oil 84-85
Dennis Wire & Iron Works Co., Ltd. 146
Dominion Cartridge Co. 34
Dominion Metal Co. 179
Dominion Steel Metal Corp. 119
Dunn Twines, Ltd. 179
Dorken Bros., Ltd. 150
Dowswell, Lees & Co. 24
Dunlop Tire & Rubber Co. 81
Duluth Show Case Co. 125

Eddy Co., E. B. 15
Ellis & Sons, Fred. 137

Ford Motor Car Co. of Canada.... 29
Franco-British Supply Co. 177
Fyrac Manufacturing Co. 50-51

Gendron Mfg. Co. 156
Geneva Cutlery Co. 17
Gipe-Hazard Co., Ltd. 176
Glidden Co., The 88-89
Graham Nail Works, The 139
Great Western Smelting & Refining Co. 176
Goodell-Pratt Co. 13
Goodyear Tire & Rubber Co. of Canada, Ltd. 94
Greening Wire Co., Ltd., B. 33
Greb Co., The 179
Greenfield Tap & Die Corp. 95
Guelph Spring & Axle Co. 179
Gurney Foundry Co. 90
Gutta Percha & Rubber Co. 91

Hall-Zyrd Foundry Co. 21
Hall, Limited, Adam 147
Hamilton Gas Mantle Co. 146
Hamilton Cotton Co. 160
Hamilton Stamp & Stencil Works.. 179
Hamilton Stove & Heater Co. 6
Hobbs Mfg. Co., Ltd. 121
Hoyt Metal Co. 98
Huntubise Ltd. 150
Hutton & Co., James 175
Hyslop Bros., Ltd. 92

Imperial Varnish & Color Co. 85
Imperial Oil, Ltd. 163
Ingresoll File Co., Ltd. 149
Iver-Johnson's Arms & Cycle Works 144

Jardine & Co., A. B. 153
Jennings Mfg. Co., Russell 149
Jones & Shipman 147

Kasement Skrene Dore Co. 97
K. P. Products Co. 177
Keystone Mfg. Co. 152
Kent, Garvin & Co. 176
Kinread, R. R. 126
Kinzinger, Bruce & Co. 179
Korn Razor Co., Geo. W. 150

Laidlaw Bale Tie Co. 154
Lamplough & Co., F. W. 154
Landers, Frary & Clark 2
Leslie Tinware Co. 154
Lane, Will B., Unique Tool Co.... 172
London Rolling Mill Co. 139
Ludgate, Ryder & Thomas Co. 154
Lufkin Rule Co. of Can., Ltd. 180

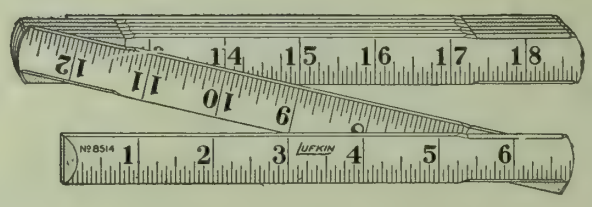
Macfarlane, A., & Co. 12
MacNeils Liquid Wax Co. 176
Mab Company, The 151
Machine & Stamping Co. 172
Martin & Co., The L. 151
Marples & Co. 145
Marble Arms & Mfg. Co. 145
McLain, Louis Co. 99
Manning, Hinton & Brissenden ... 179
Magnet Metal & Foundry Co. 126
McArthur & Co., Alex. 139
McClary Mfg. Co. 168
McDougall & Co., R. 151
Meakins & Sons 141
Mica Co. of Canada 179
Ministry of Munitions 117
Montreal Rolling Mill Co. 74
Morris, Carswell & Co. 168
Mossberg & Co. 164
Moore & Co., Ltd., Benjamin 65
Moore & Co., Ltd., R. M. 179
Morrison Brass Mfg. Co., Jas. 93
Myers & Bros., F. E. 129

Nagle Mfg. Co., H. 32
National Electric Heating..Front cover
Niagara Falls Metal Stamp'g Works 32
Nicholson File Co. 137
Northern Bolt, Screw & Wire Co., Ltd. 32
Northern Electric Co. 179
Northland Ski Co. 177
Nova Scotia Steel & Coal Co. 139

Oakey & Sons, Ltd., John 161
Oneida Community, Ltd....Back cover
O-Rib-O Mfg. Co. 26
Ottawa Paint Works, Ltd. ..... Inside back cover
Owen Sound Wire Fence Co., Ltd. 179
Owl Metal Co., Ltd. 126
Ontario Oil & Turpentine Co. 89

Parmenter, Bulloch & Co. 32
Penberthy Injector Co. 133
Pink Co., Thos. 131
Partridge Rubber Co., Ltd. 168
Plymouth Cordage Co. 5
Prairie City Oil Co., Ltd. 126
Pratt & Lambert 73
Progressive Mfg. Co. 177
Pronto Fire Extinguisher Co. 179

Ramsay & Son Co., A. 71
Reed & Co., Geo. W. 135
Rice Lewis & Son, Ltd. 1
Rideau Specialty Co. 179
Rogers & Son, Henry 161
Sand Sons, J. 161
Schultz Mfg. Co., Ltd. 143
Schrader & Son, A. 172
Scythes & Co. 96
Simonds Canada Saw Co. 155
Shurly Co., T. F. 156
Shurly, Dietrich Co. 148
Simms & Co., T. S. 135
Slater & Barnard, Ltd. 29
Speilman's Agency 148
Shaler, C. A., Co. 173
Stanley Rule & Level Co. 8
Stanley Works, The 31
Starrett Co., L. S. 16
Steel Company of Canada 9
Standard Tube Co., Ltd. 161
Stevens-Hepner Co. 169
Stephens Co., G. F. 123
Stevens Company 177
Still Mfg. Co., J. H. 155
Taylor-Forbes Co., Ltd. 145
Toronto Plate Glass Import Co. ... 95
Tower Canadian Co. 148
Trees & Co., Samuel 102-103
Trimont Mfg. Co. 148
Turner & Sons, J. J. 161
Union Iron & Metal Co. 152
Union Transit Co. 157
United States Sand Paper Co. 162
Vol-Peek Mfg. Co. 32
Want Ad. Page 178
Warren Tool & Forge Co. 161
Ward & Payne 159
Whittall Can. Co., Ltd., A. R. ... 97
Wickware, W. H. 161
Wiebusch & Hilger, Ltd. 4
Wilckes-Martin-Wilckes 179
Wilkinson & Kompass 161
Wilt Twist Drill Co. of Canada, Ltd. 7
Woods Mfg. Co. 166
Woods & Co., Walter 157
Wood, Vallance, Ltd. 129
Wrought Washer Mfg. Co. 157



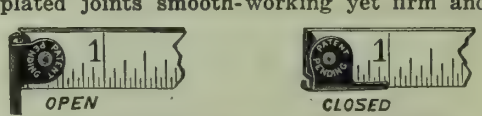
LUFKIN SPRING JOINT WOOD RULES

Made in Canada

THE LINE YOU SHOULD CARRY
EXCELLENT ASSORTMENT

ASK YOUR JOBBER
PROMPT SERVICE

Flexible, tough sections, with brass-plated joints smooth-working yet firm and hold the rules up properly to their work.



FOLDING END HOOK ATTACHMENT

This is an improved and exclusive feature supplied on any of *LUFKIN* Spring Joint Rules at a fraction of additional cost. Just the thing for taking measurements out of arm's reach. Handy for any work.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

O.P.W.

Trade Mark Registered

"Paints and Varnishes for Every Purpose"

Ready for Profits?

Of course, every hardware paint and varnish department is occupied now with supplying O.P.W. for outside work, but there is business waiting for you and preparedness will assure it to your store. Are you prepared for the interior decorating that follows the advent of cold weather?

The present season is devoted to all the outside painting. It has been unprecedented in quantity. Consciousness of the contrast between the inside and outside of homes brings interior work in natural sequence.

Get this business! Sort up! Be prepared! Order now!

O.P.W. increases trade, Satisfies—more sales are made.

Order now—and order strong.

'Phone or write. Don't wait too long.

"Save the surface and you save all" *Paint & Varnish*

"O.P.W." Over Your Store's a Sign of Prosperity!

Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

COMMUNITY PLATE

Already Sold in the Minds of Your Customers

Community Plate is sold to your customers long before you display the pieces.

The educational effect of Community advertising has been tremendous. In every home Community is known as the supreme tableware.

There is practically no limit to the extent of the co-operation that is available to dealers who realize the advantages of concentrating their sales effort on Community Plate.

You will always be glad you associated your business with the prestige and customer-satisfaction given by Community Plate.

Get in touch with your jobber to-day.

Oneida Community, Limited, Niagara Falls, Ont.

Also makers of Oneida Community Par Plate

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 39 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA SEPTEMBER 25, 1920

FILE COPY FILE COPY

A Paint Agency That Increases Customers and Profits

"Save the surface and you save all" - Paint & Varnish

Guarantee

WE GUARANTEE THE MARTIN-SENOUR 100% PURE PAINT (except inside White and a few dark shades that cannot be prepared from lead and zinc), to be made from pure white lead, pure oxide of zinc, with coloring matter in proportionate quantities necessary to make their respective shades and tints, with pure linseed oil and turpentine dryer, and to be entirely FREE from water, benzine, whiting and other adulterations, and SOLD SUBJECT TO CHEMICAL ANALYSIS.

The **Martin-Senour** *Co.*
LIMITED

Two things are vitally necessary in such a Paint agency. First — **Quality Paints** and then **Intelligent Co-operation.**

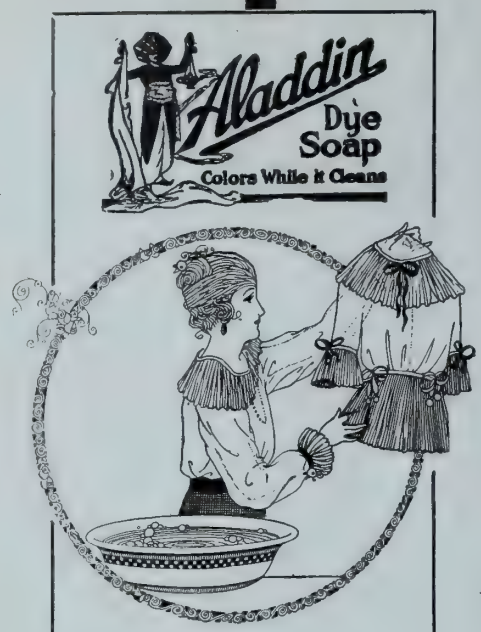
In offering you the M.-S. Agency we offer you a maximum of both. Martin-Senour 100% Pure Paint and Varnishes are nationally famous for their quality and sales are stimulated by a steady, forceful campaign of advertising.

Investigation will prove that the Martin-Senour Dealer Agent gets the lion's share of the paint and varnish business in his locality. This does not happen by accident. It is the natural consequence of a quality line backed by up-to-date sales promotion.

Send a postcard for particulars of our Dealer Agency Plan.

Made in Canada—
Sold on Merit

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX



Aladdin has been presented to Canadian women thousands of times through big space advertisements in leading Canadian publications.

Aladdin and the Ladies Are Chummy Now

When Aladdin was properly introduced he became a great favorite with the ladies.

They all liked him.

Women all across Canada are now well-acquainted with Aladdin as the name of a wonderful new Dye Soap; unique in its magic coloring possibilities; and simple and satisfactory to use.

Aladdin Dye Soap is being extensively advertised to women with large space advertisements in leading daily newspapers.

And to make it easy for the dealer to display Aladdin Dye Soap; and the customer to make a careful selection of the color she desires, a handsome revolving display stand is given free with a one-gross order of Aladdin Dye Soap.

Aladdin's popularity with the ladies is making great business for the dealer. Are you getting yours?

Order a gross from your wholesaler and start right in.

Channell Chemical Co.

Limited

Toronto

Distributors of Aladdin Dye Soap

Makers of O-Cedar Products

HARDWARE AND METAL, September 25, 1920. Volume XXXII., No. 39. Published every Saturday at Toronto. Yearly subscription price, $4.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

SAMSON AXES

HIGHEST QUALITY

FULLY GUARANTEED

H. S. HOWLAND, SONS & CO.
LIMITED

TORONTO

If interested tear out this page and place with letters to be answered.

UNIVERSAL
ELECTRIC
Vacuum Cleaner

Satisfied Users
Make More Customers

Hundreds of women throughout the country have recently added the new Universal Vacuum Cleaner to their household equipment.

Every day we receive enthusiastic letters from them expressing their satisfaction in its performance.

When the "Show Me" woman is given a demonstration of the Universal Vacuum Cleaner she is convinced of its capability to perform. She knows she is getting something more than airy nothings—more than mere "claims"—more than hopes unfulfilled.

Dealer-Help Service That Really Serves

Sales-stimulating window cards, car cards, newspaper ads., booklets and folders all yours for the asking.

Write for our interesting proposition for live dealers.

Dept. S

Canadian Representative:

MONTREAL **A. MACFARLANE & CO. LTD.** QUEBEC

LANDERS, FRARY & CLARK, New Britain, Conn.

If interested tear out this page and place with letters to be answered.

An Old, Reliable Salesmaker

"Canada"

Flexible Steel Door Hanger

Cannot Jump the Track

The "Canada" runs smoothly and easily on anti-friction, steel roller bearings, using the same track as our famous "National" Hanger.

Commercial conditions invite liberal stocking of Builders' Hardware for a record-breaking building season—Canada has issued Building Permits for $60,000,000 worth of work. C. S. G. Co. Garage Hardware will be a wise choice in anticipation of the 500,000 cars which Canada will number this year.

The Braced Rail, shown above at the left is 1¼ x 3/16 inches and is furnished in lengths of 4, 6, 8 and 10 feet; 8 lengths to the bundle.

The "Canada" comes neatly and conveniently packed, one pair in a box complete with bolts. Be sure to include "Canada" in your order.

Drop Us a Line for a Catalog

Canada Steel Goods Co., Limited

Hamilton :: :: Canada

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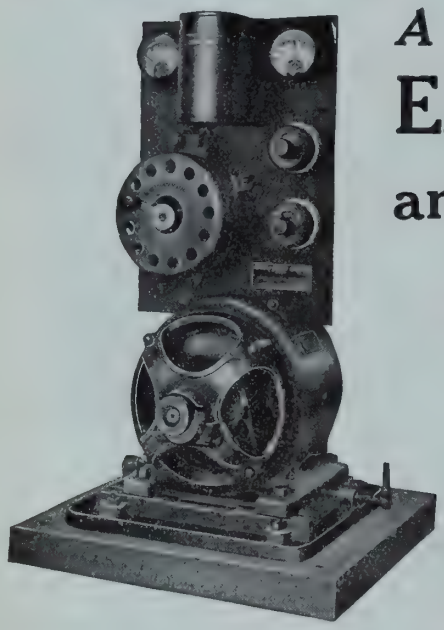
Northern Electric
POWER and LIGHT

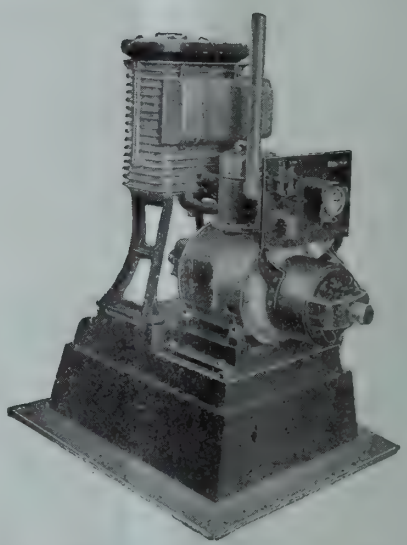


Belt connected Plant—operates from any good engine.

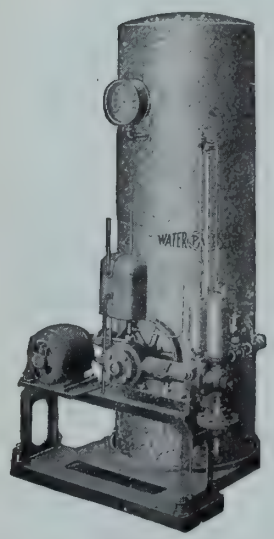
A Complete Line of
Electric Farm Plants and Accessories

Belt Connected Plants
Direct Connected Plants
Water Systems
Portable Motors
Farm Accessories
Wires and Supplies

This line will make you the Electrical Headquarters of your District.



Direct connected Utility Plant ¾ K.W.—32 Volt.

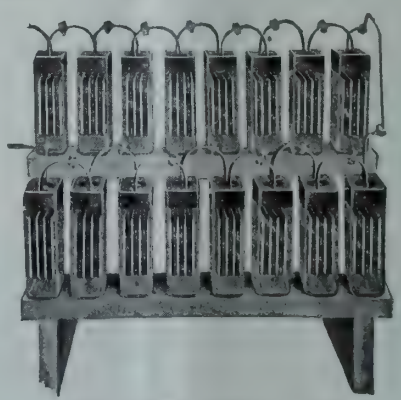


Automatic Water System, showing Tank, Pump and Motor. Capacities 100 to 1,400 gallons per hour.

¶ With the plant you can usually sell a Water System, while limitless follow-up sales possibilities are yours with Utility Motors, Electric Churns, Vacuum Cleaners, Washing Machines, Dishwashers, Irons, Toasters, Percolators, Wiring Devices of all kinds, Fixtures, etc.

Write Our Nearest House Now

Be the Farm Electrifier of Your District



Titan Storage Battery, 16 cells supplied with each plant. 120 or 216 Ampere Hours.

Northern Electric Company
LIMITED

MONTREAL OTTAWA LONDON WINNIPEG EDMONTON VANCOUVER
HALIFAX TORONTO QUEBEC REGINA CALGARY

If interested tear out this page and place with letters to be answered.

Every Kiddie A Salesman

One of the biggest arguments why "they should buy a Vacuum Cleaner" is housed in every family in your territory.

A home with kiddies is a Vacuum Cleaner prospect. That the health of the children and the family must be safeguarded—and that the Northern Electric Vacuum Cleaner just eats germs—is the human interest story of our Fall Vacuum Cleaner advertising.

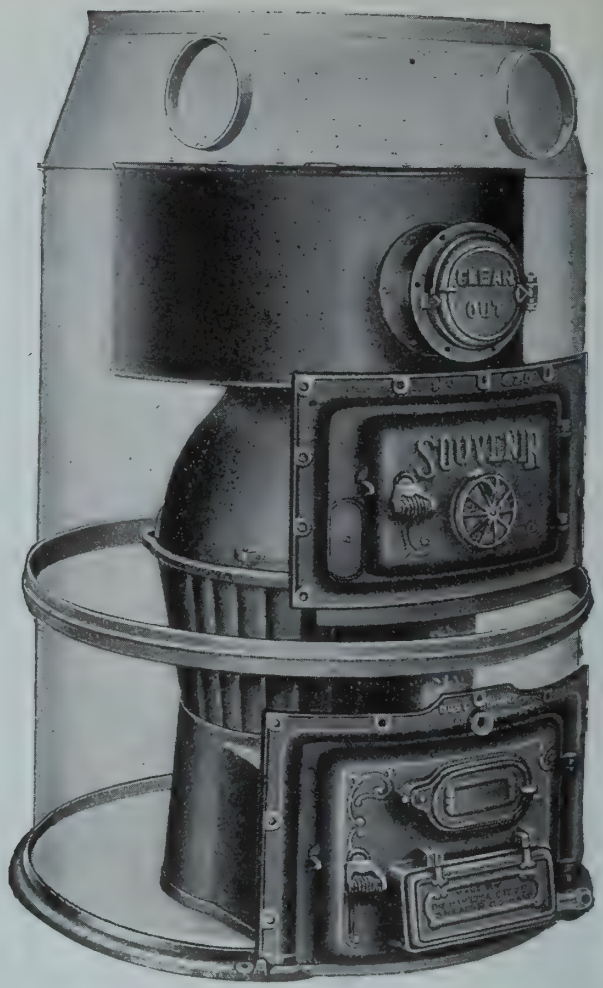
We have issued a little booklet entitled "A Vacuum Cleaner Approach—That Pulls Sales." It is a little booklet, but it tells a big story of what we are prepared to do to assist you in making record-breaking Vacuum Cleaner sales.

A copy will be gladly mailed on request to our nearest house.

Northern Electric Company
LIMITED

Montreal	Quebec	Hamilton	Winnipeg	Edmonton
Halifax	Ottawa	London	Regina	Vancouver
	Toronto	Windsor	Calgary	

If interested tear out this page and place with letters to be answered.



"SOUVENIR"

WARM AIR FURNACE

BURNS COAL OR WOOD

For small houses there is no better furnace than this Souvenir. Many dealers have specialized in selling it exclusively for years because it has never failed to give complete satisfaction. Write us for further particulars—our new Stove and Furnace Catalogue is ready.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

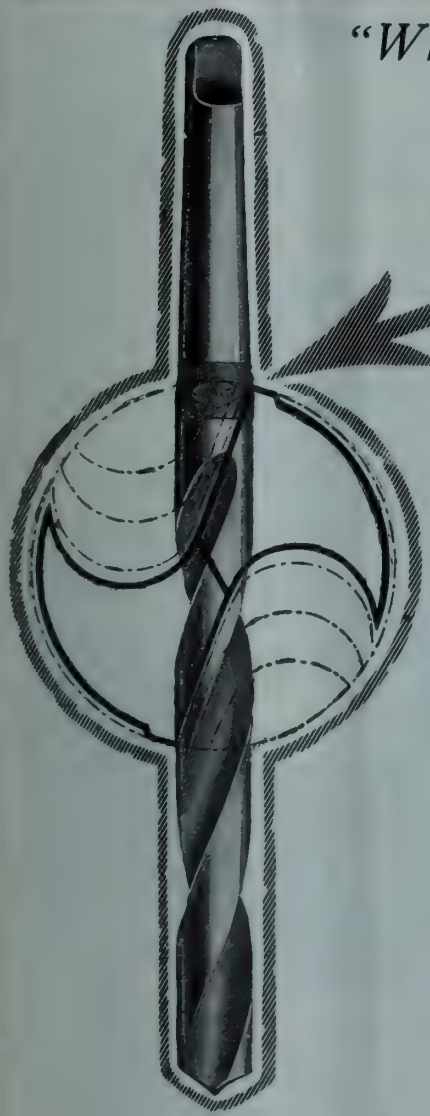
Western Representatives:

F. C. MOORE, 134½ Higgins Ave., Winnipeg W. C. CHESTER, Hamilton Street, Vancouver

If interested tear out this page and place with letters to be answered.

WILT

"Where there's a WILT—
there's the way"



High Speed and Carbon Twist Drills, Reamers and Milling Cutters

WISE DEALERS STOCK WILT TOOLS because they are made from the best of raw materials, chosen and inspected only after a most thorough investigation and test, scientifically inspected before being used, manufactured by the most skilful workmen in a factory equipped with all the latest and best mechanical devices, and because of the constantly increasing demand for WILT Products which has been brought about by the manufacture of quality tools. Every one of which is the embodiment of **Accuracy, Precision, Uniformity and Endurance.**

Ask us about the **Special Reamers** we are making for **Ford repair work.**

WILT TWIST DRILL CO.
OF CANADA, LIMITED

Walkerville **Ontario**

Trade WILT Mark

Ask your dealer or write him direct for our Catalogue "C."

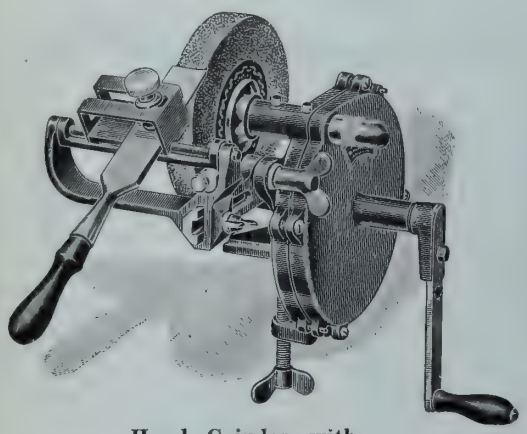
HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS

If interested tear out this page and place with letters to be answered.

AMERICAN GRINDERS

QUALITY TOOLS

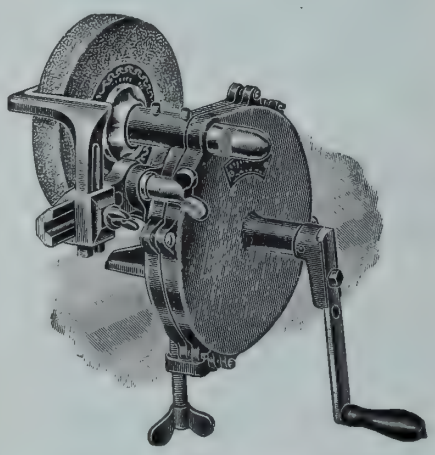
Associated With Best Workmanship



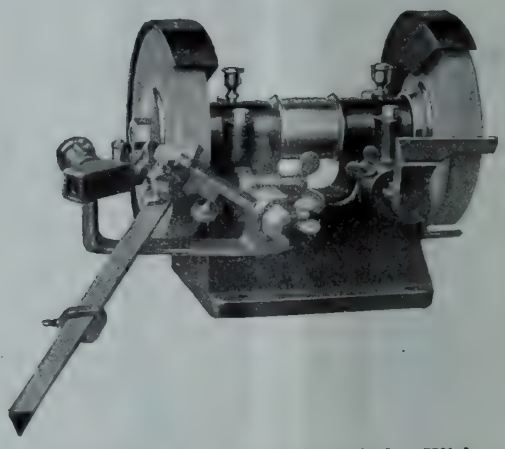
Hand Grinder with Chisel Attachments

WHERE quality, workmanship and service are most sought after by the mechanical trades, there you are most likely to find American Quality Tool Grinders, preferred because of their accurate design, careful construction, great strength and endurance.

Repair parts for American Grinders are seldom needed, this factor making the sale of these machines a profit and prestige-builder for both jobber and dealer.



Hand Grinder with Wheel Dresser



American No. 75 Power Grinder With Bronze Bearings

AMERICAN GRINDER MFG. CO.

MILWAUKEE, WIS.

Canadian Sales Agents:

A. H. FRASER & CO., 510 Confederation Life Bldg., Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

Their *working points* are the best talking points of Starrett Tools.

Selling Starrett Tools to apprentices and manual training students is one of the best possible ways to build future business.

These boys know Starrett Tools. They see instructors and skilled mechanics using them, they read the Starrett ads. in such magazines as Popular Mechanics, Popular Science Monthly, and the like.

It's business that's worth going after. Put sets of Starrett Tools where apprentices can see them, with perhaps, a few of the lower-priced "mikes", and copies of The Starrett Book for Machinists' Apprentices.

As these boys learn their trade, they'll need more and more tools. And they'll remember the dealer who sells them their first set—if the tools they buy are marked with the name of Starrett.

"The Tools Mechanics Buy" is full of suggestions about increasing your profits through Starrett Tool sales. Write for as many free copies as you need.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

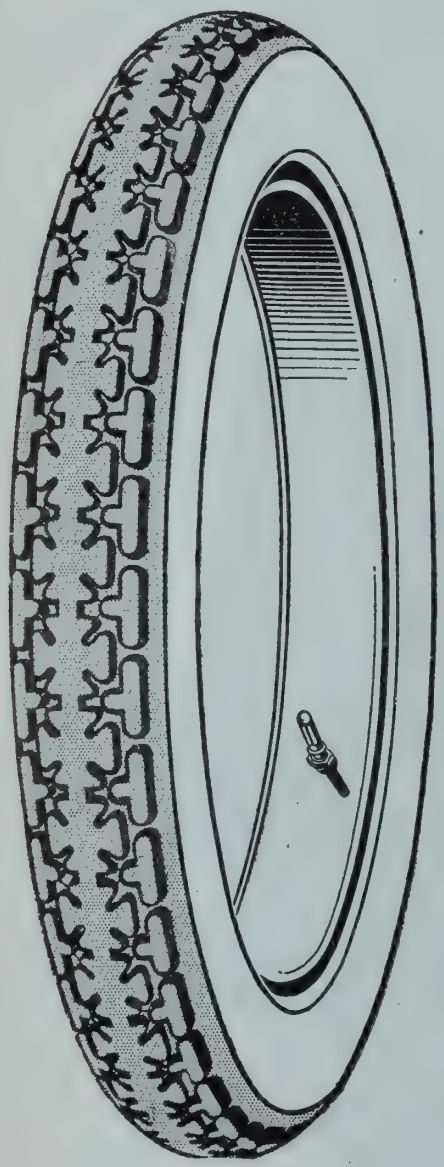
ATHOL, MASS.

42-99

Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

Good Appearance Backed By Good Performance



It is easy to sell a **GOOD-LOOKING** tire **IF** it is backed by a record of **GOOD PERFORMANCE**. The man who has used Gutta Percha Tires knows their dependability and mileage record and it does not take much of the dealer's time to sell him Gutta Percha Tires when he needs new ones.

'Gutta Percha' Tires

are always repeaters. The Hardware Dealer who handles this line will build up a trade which will last as long as he handles Gutta Percha Tires. They are Easy Sellers and Profit-Makers.

Gutta Percha & Rubber, Limited

Head Offices and Factories - Toronto

If interested tear out this page and place with letters to be answered.

Building for the Future

OWING to the shortage of high-grade raw materials, it has been difficult for you to obtain the quantity and varieties of sheet metal ware you could sell.

Faced with such a condition, some dealers have unwisely stocked with inferior lines. Not only has this resulted in the loss of good customers; they have risked their good-will with the community.

Would it not have been far wiser for them to have kept a smaller stock of a better grade line—a line that would give the housewife better and longer service? A line the dealers could conscientiously recommend?

The wiser dealers stock with the better-grade lines, for they recognize that good customers are easier to lose than make. And they stock SMP lines, knowing that SMP Quality is always kept at the highest level. Quality is the slogan all the way through our factories, and Quality is built into every article we make.

Housewives in every corner of the Dominion are using SMP articles of sheet metal ware. And our products are standing the severest tests that household utensils can undergo—constant use in the kitchen and around the home. These housewives know what SMP quality means.

Build for the future. Build on these lines—

PEARL WARE — DIAMOND WARE
SMP WHITE WARE — BEACON LANTERNS
SMP HOT GALVANIZED WARE
HOT BLAST STOVES AND HEATERS

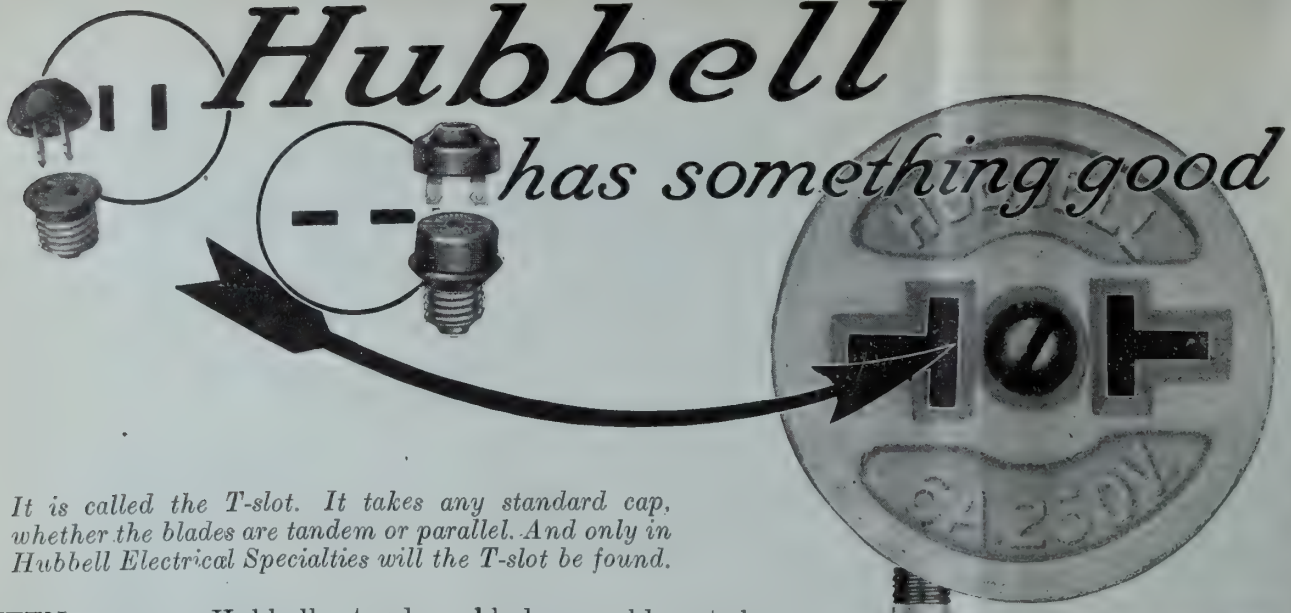
SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO.
OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG
VANCOUVER

If interested tear out this page and place with letters to be answered.

Hubbell has something good



It is called the T-slot. It takes any standard cap, whether the blades are tandem or parallel. And only in Hubbell Electrical Specialties will the T-slot be found.

FIFTEEN years ago Hubbell produced the two-piece attachment plug. The base was threaded to fit a standard socket; the Cap had two brass blades, set tandem, and plugged through two tandem slots into separate arcing chambers in this base. This did away with the awkward and often dangerous twisting of the cord.

As the use of these plugs increased, a demand arose for a more convenient form of current outlet in the walls, so that table and floor lamps, small machines, or other electrical devices could be connected without disturbing a lamp bulb. Then Hubbell produced the wall receptacle, provided with two slots, set tandem, to take these attachment plug cap blades.

Later, when the need arose for a somewhat smaller plug, Hubbell produced the one with parallel instead of tandem blades. This change was needful in order that the contact springs could be placed within the threaded shell, thus making the base considerably shorter.

But parallel blades would not fit tandem slots, and tandem blades could not be used where only the parallel slots were provided. This naturally caused some inconvenience to those who had adopted the new type of plug, as they often found themselves unable to use it with the standard receptacles.

So Hubbell invented (and patented) the Hubbell Double T-slot. Each slot is shaped like the letter T, which incorporates the tandem and parallel slots in one opening, and gives access to the contact springs, so designed that they take either type of blade.

The Hubbell Line has always been standard. Hubbell Attachment Plugs with tandem blades will fit more than 50 million Hubbell Current Outlets **already installed.** And now it makes no difference whether the cap has blades set tandem, parallel, or at right angle—the Hubbell Patent T-slots will take all three.

Every style of Hubbell Flush Receptacle, Wall Receptacle and Current Tap, for lighting circuits, are now provided with T-slots. When you use Hubbell Plugs, when you install Hubbell Current Outlets, you avail yourself of this consistent standardization, which has made the Hubbell Standard Line **interchangeable.**

And the QUALITY? That's Hubbell!

ASK YOUR JOBBER—OR US

HARVEY HUBBELL COMPANY

OF CANADA LIMITED

ELECTRICAL SPECIALTIES

TORONTO CANADA

If interested tear out this page and place with letters to be answered.

CONDULETS

Condulet the Job

Make Snap Switches Weather Proof

CONDULETS of the GS series provide water, gas, steam and dust-tight enclosures for rotary snap switches. The operating handle can be adjusted to stand in correct relation to switch blades, thus indicating "off" or "on" position.

The Condulet hubs have an integral bushing and a tapered thread for conduit and therefore, can be made water-tight These Condulets are made in different hub sizes and arrangements to facilitate installation.

Complete and detailed information on these and many other Condulets can be found in the Condulet catalog. Send for one.

CROUSE-HINDS COMPANY
of Canada Limited
TORONTO, ONTARIO, CANADA

Condulets Panelboards
Knife Switches Floodlights
Guy Anchors

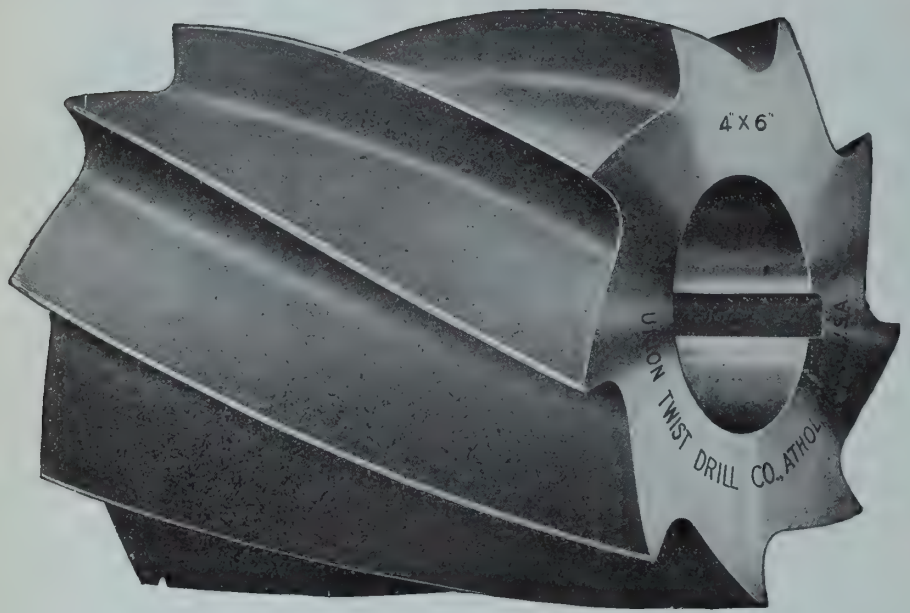
1570

GS CONDULETS
are regularly made of cast iron but brass can be furnished if desired.

CROUSE-HINDS

If interested tear out this page and place with letters to be answered.

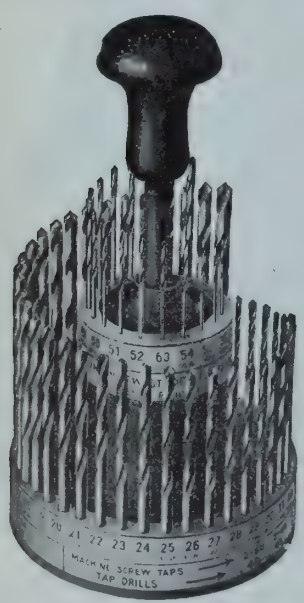
BUTTERFIELD



Accuracy

Reliability

Fast Cutting with
Less Toolmaker's Time
Well-Known Good Sales
in the Merchant's Store



Tool Buyers Seek Your Store

The proved efficiency of Butterfield Tools and their well-known effect of increasing output has made them desired and sought by expert tool buyers and others.

Do these men find your store?

A good representative display of Butterfield's, that can be seen from the street, stops buyers and brings you business that might have passed your store.

Display them well—it pays you in sales.

Butterfield & Co., Division
Union Twist Drill Co.
Rock Island **Quebec**

FOREIGN REPRESENTATIVES:—Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rtterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.

BUTTERFIELD

If interested tear out this page and place with letters to be answered.

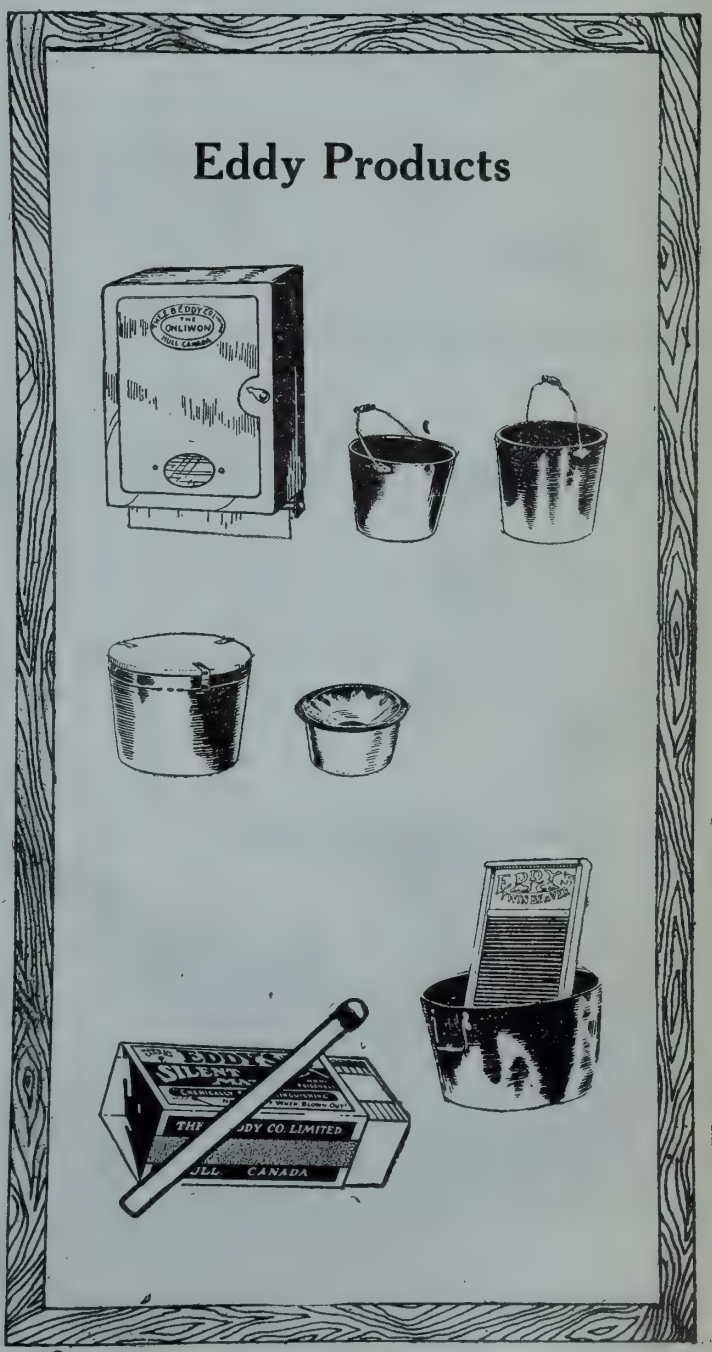
Story for Week Dated Sept. 25, 1920 **Being No. 24 in the Series**

Sulphite Pulp the Pure Basis of Many Eddy Company Papers

THERE are two processes for making wood-pulp, as you know. The process you read of in the last two articles in this series was the mechanical process by grinders. There is also the sulphite process, which is a gigantic "cooking" operation, turning out the purest possible pulp in immense quantities. During the process the wood fibre becomes delicately clean and white as a snowdrift. It looks good enough to eat. Out of this pure substance Eddy papers are made. The appetizing cleanliness of Eddy Co. paper bags for holding foodstuffs, the perfection of purity in Eddy Co. tissue papers for all purposes, can be guaranteed to the customer in every case.

In the case of the mechanical process the logs, sawn to short lengths, barked clean and white, go direct to the grinders. In the Sulphite process the logs, after being sawn to length and barked, go through more elaborate preliminary treatment. They have to meet the revolving knives of the powerful Chippers, which reduce them to fragments, just like the chips around a chopping block. But these chips must all be about the same size, and not too big.

The chippers work tremendously fast. They will chip 150 cords of wood in ten hours. From their busy knives the chips are hurried through hoppers to the crushers, which free them from over-large chips and sawdust. The sawdust goes to the furnaces. Passing through large revolving tubular screens, the chips are shaken up and winnowed of all clumsily-shaped or over-large pieces which remain, and thus they are prepared for the Digesters, in which they are "Cooked." All unsuitable chips eliminated by the screens are returned to the machines for rechipping. There is no waste that can be prevented about the Eddy Company Plant.



If interested tear out this page and place with letters to be answered.

Williams' Superior Drop-Forged Wrenches in Sets

"Big Seven"

"Big Ten"

"Ford" Set "A"

"Ford" Set "B"

EVER since the automobile became popular J. H. Williams & Co. have been designing and manufacturing Sets of Superior Drop-Forged Wrenches so that the inevitable tinkering and repairing to the motor car may be made easier for both the motorist and the mechanic.

In our Wrench Set Book we describe and illustrate a complete line of these sets, into each of which nearly a half century's experience in the making of Superior Drop-Forged Wrenches has entered.

Four of these sets are illustrated above.

Send for this Book. It will open to you new fields of prospective wrench business.

J. H. WILLIAMS & CO.

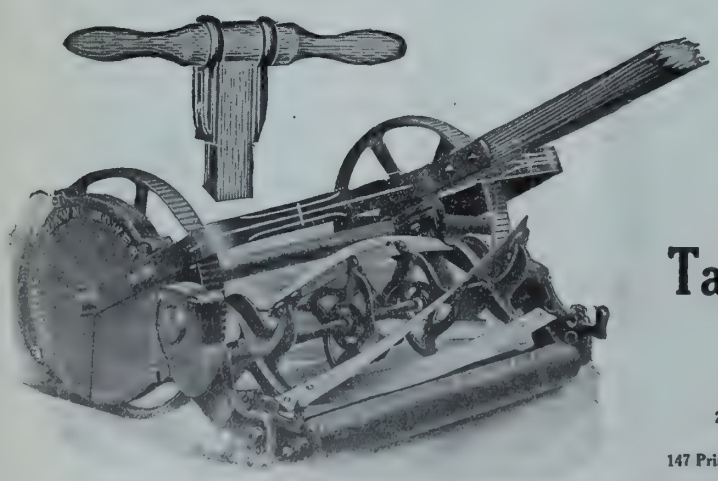
"The Wrench People"

BROOKLYN 30 Richards St. | **BUFFALO** 30 Vulcan St. | **CHICAGO** 1030 W. 120th St.

W. Bruce Campbell, Western Canadian Agent, 30 Confederation Life Bldg., Winnipeg

Mowers With An Ever-Growing Demand

There is a growing demand for really high-grade, close-cutting Lawn Mowers for continuous service, for use on Bowling Greens, in Public Parks, Cemeteries, School Grounds, etc., and experienced hardware dealers appreciate the advantage of carrying Ontario and Adanac Lawn Mowers in stock to supply this demand.



Think this suggestion over. You have an opportunity. An Ontario Mower on the local Bowling Green is a wonderful ad. to you, because Bowlers are lawn enthusiasts and delight in close-cropped, velvety sod. Include a few of these high-grade machines in your specification.

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS

Guelph, Ont.

TAYLOR-FORBES CO. 246 Craig St. W., Montreal

TAYLOR-FORBES CO., LTD 1070 Homer St., Vancouver

H. C. ROGERS, LTD. 147 Prince William Street, St. John, N.B.

H. F. MOULDEN & SON 314 Confederation Life Bldg., Winnipeg

If interested tear out this page and place with letters to be answered.

AN AUTO NECESSITY THAT SELLS

Dealers who stock AD-EL-ITE MOTOR CARBON REMOVER are assured of a rapid turnover, for it is recognized as an essential in economical driving and is in constant demand with motorists throughout the Dominion.

It offers a harmless and inexpensive method of removing carbon from motors and eliminating all knocking, jerking, and back-firing. No lay up, as in the old grinding method.

We supply handsome window displays, hangers, circulars, etc., and render valuable assistance through advertising and sales promotion work.

Ask your jobber about our complete line of quick-selling automobile specialties.

ADAMS & ELTING CO.

17 Adelaide St., East TORONTO

Chicago :: New York

FREE

Valuable dealer's help: "NEW CARS FOR OLD," *sent upon request.*

If interested tear out this page and place with letters to be answered.

"GLOBE" TEA POTS

We shall be glad to supply, in addition to our general catalogue, information on Steel Castings, Galvanized Ware, Roofing Material, Oil Stoves, Enamelled Signs, Japanned Ware, Oilers, etc., etc.

A very popular line which we make in three sizes: 4, 5 or 6 cups, and we can supply them in our Colonial and Premier Ware as well as in the "White" and "Crown."

With our sixty years of experience in this branch of the hardware business, you can always guarantee satisfaction on anything carrying the Davidson trade-mark.

DAVIDSON'S PREMIER MADE IN CANADA THE SEAL OF DURABILITY

The Thos. Davidson Mfg. Co. Limited

Head Office: Montreal. Phone: Vict. 1492

Branches Toronto and Winnipeg

Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON

Any Hardware Buyer can tell you the *cost*

of

P.H. or IMPERIAL FILES,

but only the user knows their *value.*

BE FILE-WISE.

Stock These Fine Tools.

"They Cut Faster and Wear Longer."

P H

IMPERIAL

INGERSOLL FILE COMPANY, LIMITED.

John Morrow Screw and Nut Company, Limited,
Sole Distributors,
INGERSOLL, ONTARIO.

INGERSOLL

If interested tear out this page and place with letters to be answered.

No. 44—Assortment Trusty Drivers.

No. 42—Asst. Little Wonder.

The BRIDGEPORT Line

Quick Selling and Profitable Qualities

Bridgeport tools are made from selected materials by skilled workmen, and have a reputation for satisfactory service to the mechanic.

Progressive dealers stock the Bridgeport line because they have found that it sells well and gives them a good margin of profit.

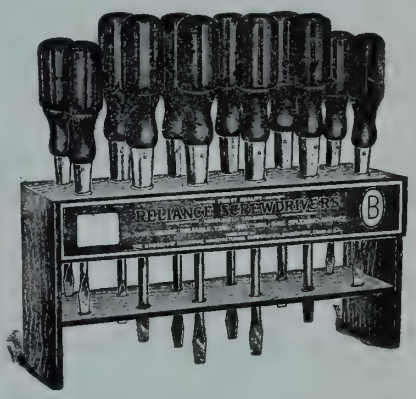
Send for Complete Catalog No. 20

The Bridgeport Hardware Mfg. Corporation

Bridgeport, Conn., U.S.A.

W. J. Latimer, 122 Hilton Avenue, Toronto, Canadian Sales Agent

Reliance Screw Drivers
No. 35 ASSORTMENT



This fine driver is packed in a very attractive display rack containing the following drivers: Four 4-inch, four 5-inch, and four 6-inch. The rack as shown above is substantially made of hardwood in mission oak finish, with attractive white, violet and gold labels. Displayed in this way they sell "on sight." 13 Assortments in case.

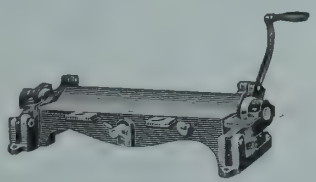
Are You Using Up-To-Date Tools In Your Shop?

Or are you losing time, money and contracts, while your highly paid mechanics spend valuable time repairing old, worn-out machines. Modern tools mean greater production, which is the only way to combat high labor costs.

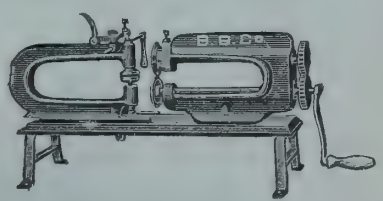
Our line comprises all kinds of light and heavy Sheet Metal Working Tools, including Power Presses, Shears, Brakes, Bending Rolls, etc., etc.

Ask for Catalogue No. 26. It will convince you.

Bending Rolls



Tin Folder



No. 22—Circular Shear

The Brown, Boggs Company, Limited

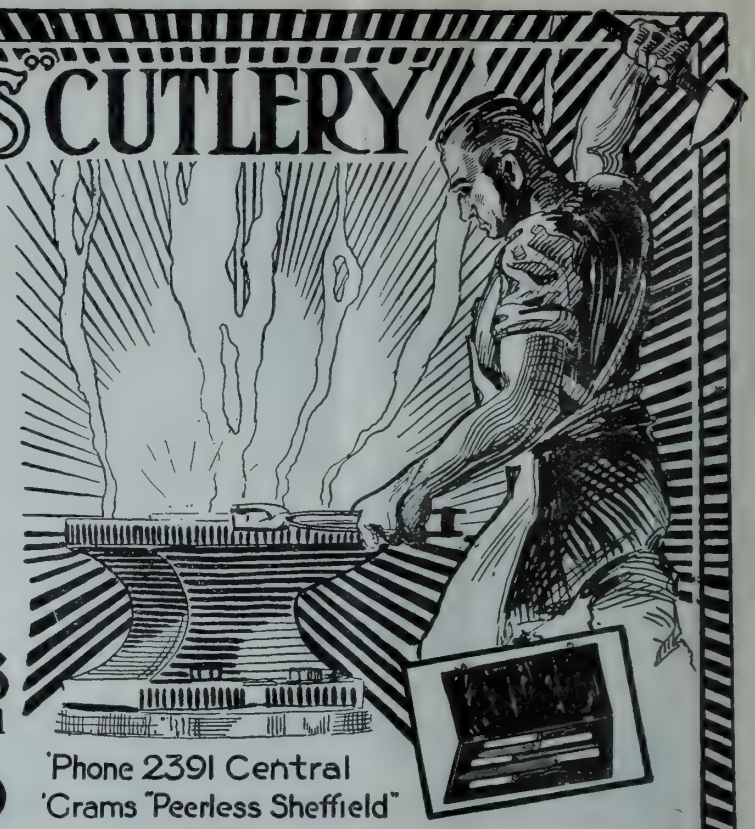
HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

If interested tear out this page and place with letters to be answered.

"PEERLESS" CUTLERY



FRED ELLIS'S HAND-FORGED DOUBLE-SHEAR STEEL CARVERS
A Highest Grade Product of old-time quality

FRED ELLIS'S CASED CARVERS SETS
In Stainless Steel Throughout

FRED ELLIS'S STAINLESS CUTLERY
Entirely Rustless and Non-corrosive

THE "PEERLESS" RAZOR
Full Hollow Ground. Quality and Price Unbeatable

FRED ELLIS & SONS
Globe Works Penistone Rd
SHEFFIELD

'Phone 2391 Central
'Grams "Peerless Sheffield"

PERFORMANCE COUNTS

BURMAN CLIPPERS

Are made for clipping horses and for shearing sheep. They are made of the best materials procurable, by the best skilled workmen it is possible to engage, and by a large company who manufacture only clippers. Never has expense been spared if there was possible the slightest improvement in quality or cut. That means a tremendous lot to the hardware merchant.

YOU DON'T HAVE TO BUY A NEW HEAD

PLATES ARE INTERCHANGEABLE

BURMAN CLIPPERS

Are the acme of perfection when it comes to performance. They cut clean. Heavy work does not frighten the "Burman"; they handle the heavy, tough hair well, giving every service and satisfaction to the user.

One important point for the dealer is that plates are interchangeable, that is, when the purchaser wants to shear sheep he simply requires to change the plates. This does away with the old necessity of buying a new and costly head.

YOU DON'T HAVE TO BUY A NEW HEAD

B. & S. H. THOMPSON & CO., LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER NEW GLASGOW

If interested tear out this page and place with letters to be answered.

Make Sales With

Morrison Gauges

It means sure sales, and return business. There is no requirement for gauges that you cannot supply with Morrison Gauges.

With a good stock of Morrison Gauges you can make a sale of most inquiries.

Morrison Gauges include gauges for every purpose—for indicating or recording—pressure, temperature, altitude, revolutions, etc. Watch for the name Morrison, a guarantee of quality.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

James Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West - - TORONTO

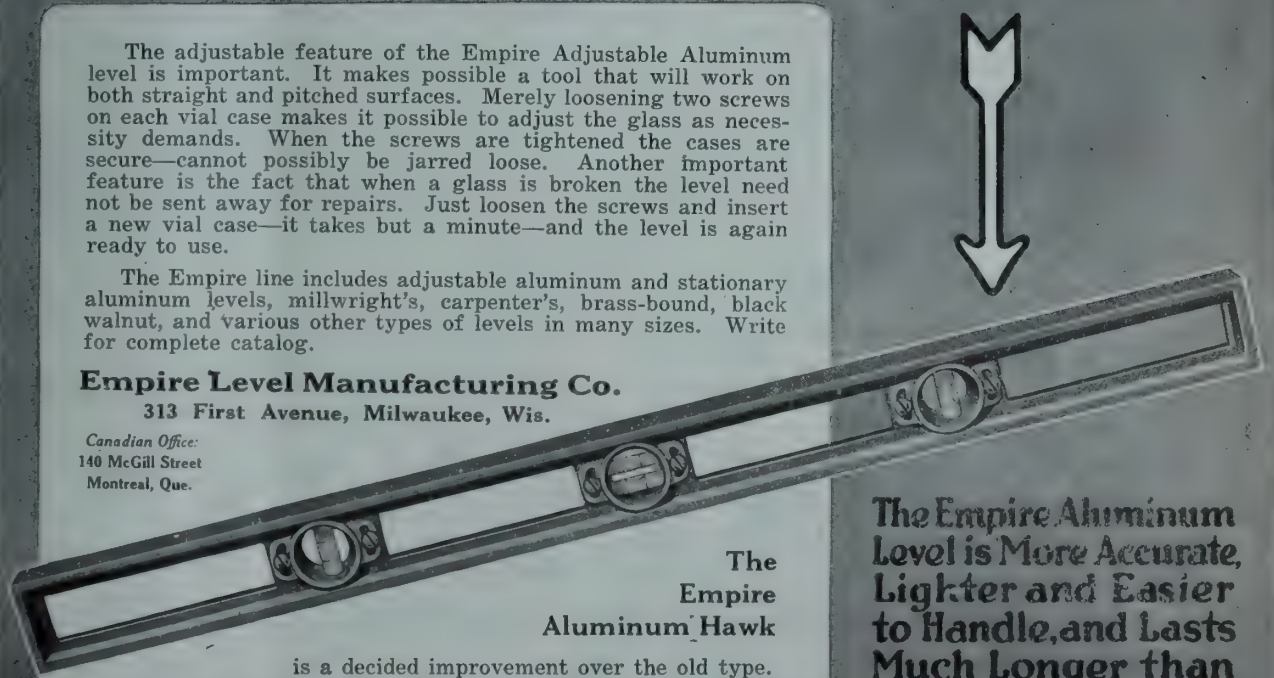
It's the Adjustable Feature that Counts

The adjustable feature of the Empire Adjustable Aluminum level is important. It makes possible a tool that will work on both straight and pitched surfaces. Merely loosening two screws on each vial case makes it possible to adjust the glass as necessity demands. When the screws are tightened the cases are secure—cannot possibly be jarred loose. Another important feature is the fact that when a glass is broken the level need not be sent away for repairs. Just loosen the screws and insert a new vial case—it takes but a minute—and the level is again ready to use.

The Empire line includes adjustable aluminum and stationary aluminum levels, millwright's, carpenter's, brass-bound, black walnut, and various other types of levels in many sizes. Write for complete catalog.

Empire Level Manufacturing Co.
313 First Avenue, Milwaukee, Wis.

Canadian Office:
140 McGill Street
Montreal, Que.



The Empire Aluminum Hawk
is a decided improvement over the old type. Workmen who use them once will not be without them.

The Empire Aluminum Level is More Accurate, Lighter and Easier to Handle, and Lasts Much Longer than the Ordinary Level

If interested tear out this page and place with letters to be answered.

THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP LEVER HAME CHAINS

9 F

EMBOSSED LETTERS AND FIGURES

THE USER WANTS THE BEST IN HARNESS GOODS TODAY

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

QUALITY, SERVICE, SATISFACTION, PROMPTNESS

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.

NIAGARA FALLS METAL STAMPING WORKS

Makers of Hardware Specialties

237-239 TENTH ST., NIAGARA FALLS, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

NIAGARA WROUGHT STEEL HARNESS SNAP

VOL-PEEK

MENDS HOLES IN POTS AND PANS

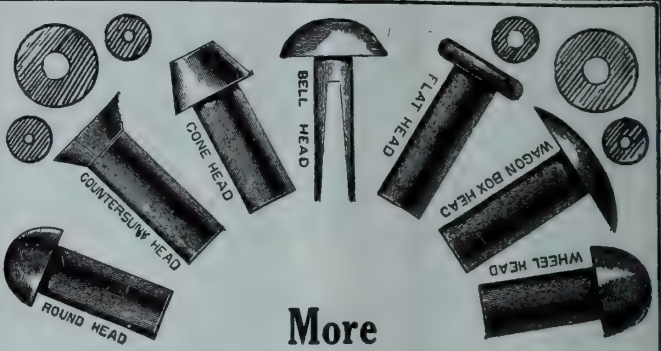
Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and Operating Vol-Peek Mfg. Company)



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

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A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

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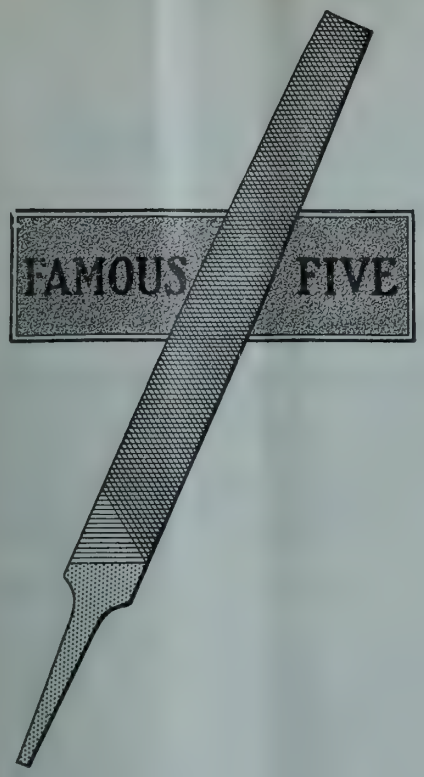

No Quantity Discount on Famous Five Files

It is not necessary to allow quantity discounts to induce heavy buying of the Famous Five brands.

Famous Five Files, recognized as the standard of quality, sell quickly in any quantity at the regular price.

Thus the profit to the dealer mounts in direct proportion to sales.

You can get the Famous Five brands in any quantity from your jobber at short notice.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

Nicholson File Company

PORT HOPE - ONTARIO

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

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CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

RAZOR STROPS

Right
From
England

You, as a jobber, know how well British-Made goods sell in the Canadian market. To your customers, as well as yourself, you must fulfil your conscientious duty of buying and selling the very best. Of no line is this more true than of razor strops.

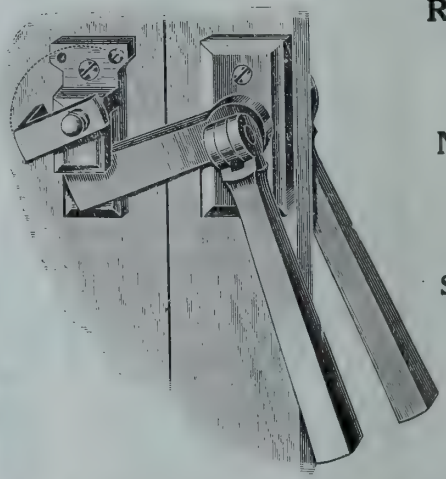
For Immediate Sale We Offer High-Grade English Strops From Stock

Importing direct from the manufacturer we are prepared to sell on close margin strops of superior quality. Wire or write your orders today to

Dingley Bros. Export Limited
Lindsay Building, Montreal
W. T. Evans—Canadian Representative

TRADE G MARK.

The Long Felt Want
Double Lever Handles
For
French Doors or Casements
Reversible



No. 5240

SAFETY CATCH INSIDE

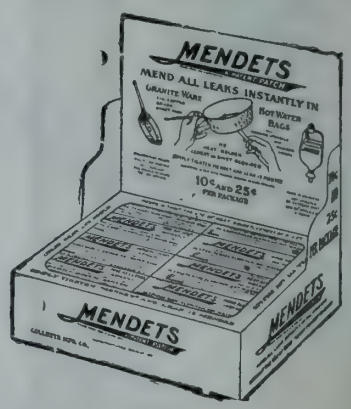
FREDERICK GILES & SONS
BRASSFOUNDERS
BIRMINGHAM - ENGLAND

Canadian Agent:
BOX 431 **S. DAVIES** WESTON ONT.

MENDETS
A PATENT PATCH

Millions of Boxes Sold
They Sell Themselves

Collette Mfg. Company
Collingwood, Ontario
Your Jobber has them



MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

THE
LAIDLAW

LAIDLAW

Largest Stock in Canada

BALE-TIE

Prompt Shipments

LAIDLAW

CO., LTD.
Head Office and Factory: HAMILTON, ONT.

WIRE

All Sizes, Any Finish, Every Purpose

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H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. West, Vancouver, B.C.

"Alloyed under the Stanley Process"

for general service

LIONROYAL BABBITT

MADE IN CANADA

We warrant that no other Babbitt at the price will perform as well in so many different classes of bearings, and are ready to prove this in any case by trial installations in competition with any metal of its type.

The secret of its success is in the method of its alloying. It is produced under the Stanley Process, which is controlled exclusively by us throughout the Empire. Try it and be convinced.

BRITISH SMELTING & REFINING COMPANY LIMITED

MONTREAL

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RAZORS

Fully Guaranteed

Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors.

Write for Prices to-day.

Canadian Agent:

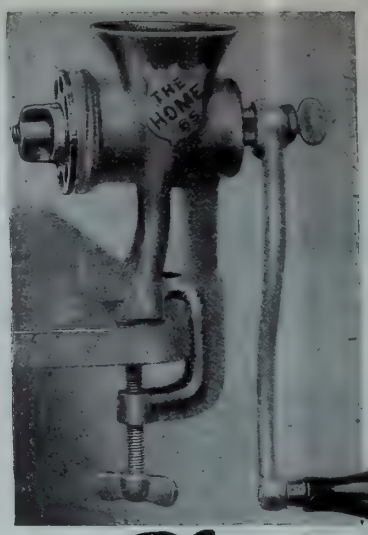
F. W. Lamplough & Co.

46 Alexander St., Montreal

Manufacturer

Swedish Steel Forging Co.

SWEDEN



A Food-Cutter of Superior Merit

that sells easily to the most critical customer—the

Maxwell

"HOME 65"

QUICK—CLEAN—WATER-TIGHT

Open-end cylinder makes it easily cleaned.
Cuts any kind of Food.

Home 65: Family Style. Home 55: A Smaller Model

Made in Canada—Superior to any imported

Write for Proposition.

Maxwells Limited, St. Mary's, Ont.

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton. Canada. Pyke Bros., Halifax, N.S.

Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.

Galt, Canada

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TRADE M MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

ARROWHEAD SAWS

Vanadium Steel

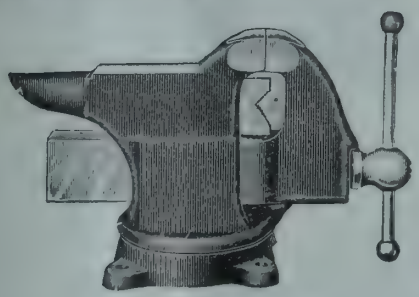
Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.
Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited
St. Catharines
Ontario

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241 — Autovise

A combination Pipe and Anvil Vise — particularly suitable for auto repair work. Write for catalogue and prices.

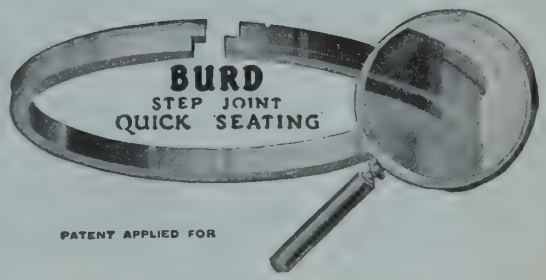
Factory and Office:

Rock Island Mfg. Co.
Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.

PISTON RINGS



Complete assortment of the following makes in stock at all times:

INLAND
BURD QUICK SEATING
WEDGERITE
FORD SPECIAL
SUPERIOR
STANDARDS

Renaud Motor Supply Limited

326 East St. Catherine St.
MONTREAL

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An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

You Need Many Lines

To satisfy the demand for builders' hardware that will surely take place this coming season.

We can supply you with everything in furniture trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

No. 142 Hook
Cast Brass

Ask for information

The Stratford Brass Company, Limited
Stratford, Ontario

SIMONDS SAWS

Simonds Crescent Ground Cross-Cut Saws are the most economical saws to buy in the long run. They stand hard usage and wear exceptionally well, hold their cutting edge and temper longer than the ordinary saw and do not bind in the kerf. Lumbermen prefer the Simonds Crescent Ground Cross-Cut saw because they have proven that it will cut 10 per cent. more timber than other brands.

Write for Prices

SIMONDS CANADA SAW CO., LIMITED
"The Saw Makers"
St. Remi St. and Acorn Ave.
Vancouver MONTREAL St. John, N.B.

TRIMO

The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.

The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company
Roxbury (Boston) Mass., U.S.A.

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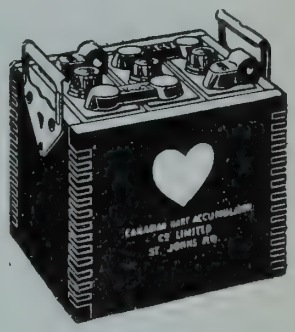
BATTERIES

SUPPLIED TO THE TRADE

Hardware Dealers, Garage and Repair Men are finding the Battery Department an increasingly profitable one. That is, if they handle a good Battery. The Hart is a good battery, used by the British Admiralty.



Our service department will do your repair work at moderate cost. Send Batteries express prepaid. Estimates furnished.

Send for Price List

Samuel Trees & Co., Limited 42 Wellington St. E., Toronto

WHOLESALERS AND DISTRIBUTORS OF AUTO ACCESSORIES

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

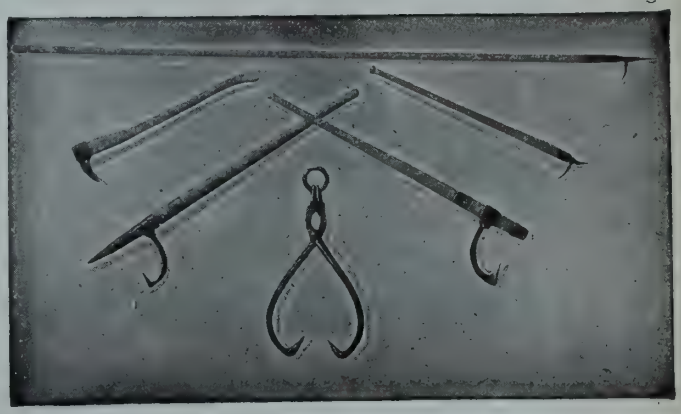
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

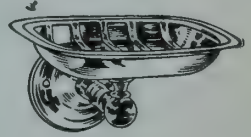
THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

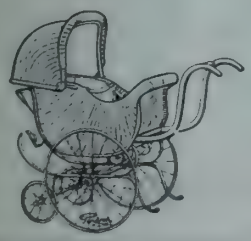


THE GENDRON MFG. CO., Ltd.



Makers of a line of goods that are always in demand.

Children's Vehicles
Bathroom Fittings
Coaster Wagons
Sleds and Sleighs



THE GENDRON MFG. CO., Ltd.

137 Duchess Street, TORONTO

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Saves Slitting Paper and Cloth

Saves Time and Material

Carbalox Convenient Rolls hold a leading place in cutting ability. This wonderfully hard mineral is extensively used for Polished Bearings and Boxes in Metals, Aluminum, Brass, Copper and Steel Work. It aids in reducing cost of production. The workman with a convenient roll at hand need waste neither time nor material in his efforts to produce the best results.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

UNIMECO
MADE IN CANADA
WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

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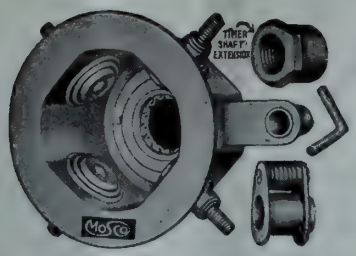
Dependable MOSCO **Products**



Improved Bemus Ball Contact Timer for Fords

Easier Starting--Smoother Running--Longer Life--Saves Coil Points

The IDEAL TIMER because form of contact is the only one which is correct both electrically and mechanically. This is made by a hardened tool-steel brush coming in contact with steel balls which are kept in proper position by means of a spring with plug on the end pressing against them. The impact of the brush causes the balls to turn so that a fresh surface is presented for each contact. The brush comes in contact only with the four balls, touching no fibre or insulation. The balls are so located that each has a track of its own on the brush, this insuring a maximum amount of wear.

Mosco Products Are Carried By All Leading Canadian Jobbers.

MOTOR SPECIALTIES CO.
Manufacturers
WALTHAM MASS.

WHITTALL CANS

for

Meats Vegetables Milk Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans and Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.
MONTREAL
Established 1888

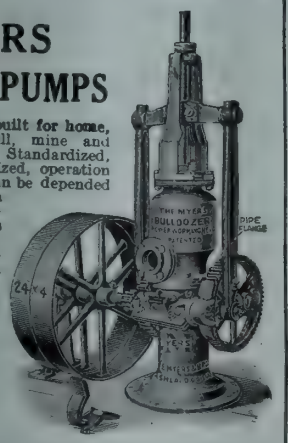
Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
ASHLAND
OHIO

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

***QUALITY* is our Watchword**

From the time the raw material enters our mill **Right Through** until the bars leave our shipping department it is **Handled by Experts.**

LONDON BAR IRON
is a Quality Production.

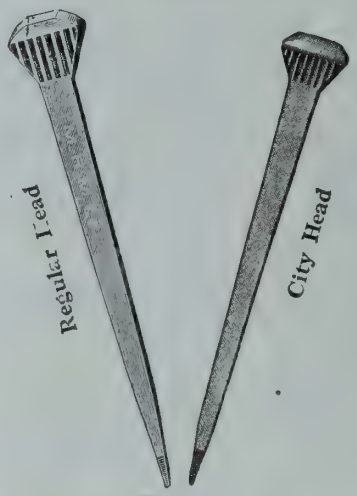
This shows final inspection before sending the bars out.

LONDON ROLLING MILL CO., LIMITED
London, Canada

If interested tear out this page and place with letters to be answered.

PRICE LIST
"M.R.M." BRAND
HORSE SHOE NAILS

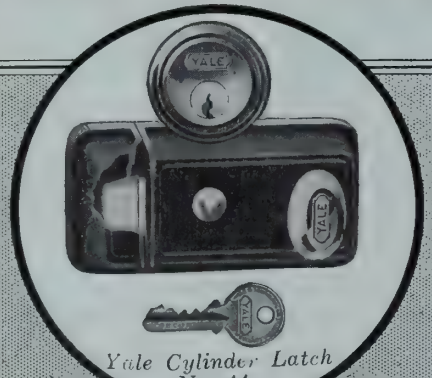
Number	Lengths	Price per box (25 pounds)
3	1⅝ in.	$20.00
4	1¾ in.	10.00
5	1 15/16 in.	5.25
6	2⅛ in.	5.00
7	2 5/16 in.	4.75
8	2½ in.	4.75
9	2 11/16 in.	4.50
10	2⅞ in.	4.50
11	3 1/16 in.	4.50
12	3¼ in.	4.50



Blacksmiths are now demanding **"M.R.M."** Horse Nails. They are made from the best material obtainable. They drive well and hold after they are driven.

Liberal discounts allowed off above list prices to Merchants handling **"M.R.M."** Nails.

The Montreal Rolling Mills Co.
MONTREAL, CANADA



Yale Cylinder Latch
No. 44

TRADE **YALE** MARK

The trade-mark that means "All's Well"—

WHEN your customers see "Yale" on the Night Latches, Padlocks, Door Closers and Builders' Hardware you carry—they ***know*** "all's well."

Handling a line of established reputation, extensively advertised, brings prestige and profit to the dealer stocking Yale products. The trade-mark "Yale" helps make the sale.

Yale products are made at St. Catharines, Ontario

Canadian Yale & Towne Limited

Made for Men Who Know Tools

They stand up under critical examination. The set of four pin punches, made of Mayhew-quality steel, shown below, have the patented knurled, non-slipping handle. The points are four inches long and are 3-16, ¼, 5-16 and ⅜ in diameter.

The Bushing punch has a patented point that ***grips***—it won't slip off the bushing. It is made of the same hand-forged, electrically-tempered steel and is fully warranted.

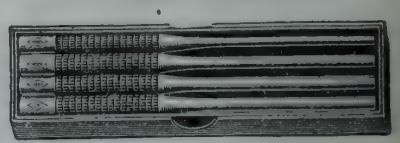
No. 600 Bushing Punch

No. 596 Pin Punch Set

MAYHEW STEEL PRODUCTS, Inc.
291 Broadway, New York City

CAMPBELL AGENCIES
23 Richmond Building Toronto, Canada

MAYHEW made **TOOLS** ARE RIGHT



Road Signs and Store Signs

The wrong road!

What chagrin the motorist feels when he makes the discovery! It's the waste of time he dislikes most.

Engine trouble! Another great time-waster equally annoying.

Most motorists avoid such accidents by watching for signs—dealers' signs as well as road signs. Choosing the right gasoline and lubricating oil is as important as choosing the right road.

And over 62 per cent. of Canadian motorists use Imperial Polarine for lubrication. When they need lubricating oil, they look for the Imperial Polarine sign. It points to correct lubrication.

You can do a big business with motorists by stocking Imperial Polarine and displaying the Imperial Polarine sign. There is an annual market for hundreds of dollars' worth of Imperial Polarine in your territory. And every sale brings you a minimum profit of 33 1/3 per cent.

Imperial Polarine is made in three grades for cylinder lubrication—Imperial Polarine, Imperial Polarine Heavy and Imperial Polarine A., and there are also special Imperial Polarine transmission and differential oils and greases.

Put up in ½ gallon, gallon and four gallon lithographed sealed cans, 12½ gallon steel kegs, half-barrels and barrels.

IMPERIAL
Polarine
MAKES A GOOD CAR BETTER

Three grades for automobile cylinder lubrication.

IMPERIAL POLARINE
(light medium body)

IMPERIAL POLARINE HEAVY
(medium heavy body)

IMPERIAL POLARINE A
(extra heavy body)

One of these grades is specially recommended for the correct lubrication of any car or truck in your community.

See the Imperial Polarine Chart of Recommendations—display it prominently and sell by this chart.

For efficient automobile transmission and differential lubrication sell

IMPERIAL POLARINE TRANSMISSION OIL

In cases where grease is required or preferred, sell

IMPERIAL POLARINE TRANSMISSION GREASE "BB"

IMPERIAL POLARINE CUP GREASE

The registration of motor cars and trucks this year is 30% greater than a year ago—go after the business. You can sell carload orders. Ask the Imperial Oil man to tell you how and show you the profits.

T-1626

IMPERIAL OIL LIMITED

Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

If interested tear out this page and place with letters to be answered.

A Message to Gillette Dealers and their Assistants

Keep clearly in mind the EIGHT principal reasons why you should throw the weight of your recommendations behind your Gillette sales :

(1) The man who buys a Gillette is keenly satisfied!

(2) The sale means an immediate profit well worth while.

(3) The sale means a continuous outlet for blades.

(4) The variety of sets satisfies every need.

(5) Gillette Advertising brings sales ready to close.

(6) You have ample GOOD material for window display.

(7) You are certain of getting Gillette goods as you need them.

(8) There is the biggest concern in the business back of the goods.

That is why dealers with experience say, "It pays to push the Gillette Line."

The GILLETTE SAFETY RAZOR CO.
of Canada, Limited, Montreal

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"Member Audit Bureau Circulation"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, SEPTEMBER 25, 1920 No. 39

CONTENTS

Will Hold Retailers to Account For Alléged Frauds 37-38
Boys Influence Fall Sporting Trade 39-40
Collections Important During Uncertain Period 41
Editorial Comment 42
The Clerks' Department 43
News of Western Canada 44-45
Events in the Trade 46-47
Newsy Notes of the Trade 48
Trade Inquiries 48
Hardware Letter Box 49
Catalogues and Booklets 49
New Hardware Goods 50
Weekly Hardware Markets — Montreal, Toronto, London, Winnipeg, Pittsburgh 51-58
Review of Tinplate and Steel Situation 59
States Paint Prices Fully Justified 60
Wages a Dominating Factor 60
Farmers Are Now Prospects For Paint 62
Montreal Paint Company Holds Convention 64

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GEO. D. DAVIS, *Manager*

CHIEF OFFICES:

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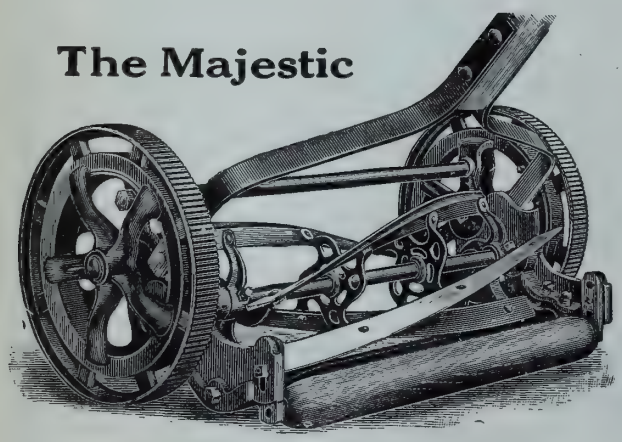

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The Eureka Planter Co.
Limited
Woodstock, Ontario

Canada's National Hardware Weekly

HARDWARE AND METAL

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Will Hold Retailers to Account for Alleged Frauds Which Really Result from Beclouded Tax Regulations of Wavering Officials

Inland Revenue Officials Throw Further Slanders on Integrity of Retailers Who Are Ignorant of Tax Regulations—Through the Indefinite Demands of Government Three-Quarters of Luxury Tax Uncollected—Example to Be Made of Some Dealers—New Set of Regulations is Needed

THROUGH the wavering attitude of Ottawa Government and the uncertainty which results from an ignorance of the facts, the new taxation introduced earlier in the year, in the form of an excise and luxury tax, is not working out as Sir Henry Drayton planned. The manner in which the whole matter was first broached and has been handled since indicates a hap-hazard, hit or miss groping in the dark and laying on of taxation out of all proportions in some cases. The natural result is evident in the announcement just made — that the Government alleges wholesale frauds against retail merchants for not making complete returns. Because the retailer could not see what the Government was groping after in the dark, he is held to be the one to blame and immediately stringent measures are to be taken to bring him to time.

In the first place the taxation scheme was launched without sufficient forethought and without securing the advice of those who were acquainted with the obstacles which would have to be surmounted before such a plan could work successfully. The result was that the plan had no sooner been launched than it had to be withdrawn and a new set of rules made, which showed very little improvement over the first attempt. Throughout the whole summer amendment after amendment was made to the original resolution which has resulted in the production of something which is not sufficiently understood by the average retailer that he may feel confident he is not committing some offence unconsciously. And to add to the ignominy it is a fact that many of the Government's own officials representing the Inland Revenue Department are either not fully acquainted with the facts or else they are too dependent upon higher officials to dare to give a ruling on something they do not quite understand. There has been a great deal of bungling all along the line and now the retailer is the one who is going to pay the penalty.

Some of the "Offences"

Some experiences of hardware dealers who have been unconsciously committing an offence against the regulations are enumerated herewith. One prominent dealer in Western Ontario has a tinshop and makes anything from a tin cup to an eavestrough. Wishing to confirm the opinion expressed that under such circumstances the store owner would be considered to be a manufacturer and should be paying a two per cent. tax on all such lines made on his premises, he thereupon wrote to the local representative of the Inland Revenue Department and was advised that a ruling would be secured on the matter. Though several letters have changed hands between these two parties no definite ruling has been given him yet and no tax has been paid. The Government states that ignorance of the regulations is no excuse.

Collects Tax On Ammunition

Another dealer from the same district has been collecting the tax on ammunition ever since the regulations were made effective. It will be recalled that in the original resolution this was the procedure to be followed. But in the shake-up the responsibility for collecting and forwarding the tax on ammunition was transferred to the manufacturer. This change was hidden away in the text of the second resolution in such a way that it was days before it was found. No doubt there are many retailers who have not discovered the change yet

and have been charging the customer the amount of the tax over and above the manufacturer's charge for tax, thus collecting it twice. Then again, another dealer from Northern Ontario says some hardware dealers in that district had purchased large stocks of ammunition before the tax was transferred to the manufacturer and then, of course, they applied it erroneously and found out later when they had taken much money from local customers that they were not entitled to it.

Retailers Grope in the Dark

Furthermore, what has happened to the money collected under the original resolution on other lines such as nickel plated ware, etc., which were free from tax before the second resolution came out, and before any returns were made? Did the Government make any provision covering such circumstances so that retailers would not be left to grope in the dark and have them held up to public scorn as being responsible for high costs?

Fishing tackle is another point on which there is much misunderstanding. The resolution says articles over 50 cents in value are to be taxed, but the ruling was once given that if two articles or more were purchased at one time and each was under the 50 cents, but the total was over 50 cents, then the whole was taxable. Of course the result of such illogical deduction would be to make the customer come back two or three different times to purchase each article separately in order to avoid the tax. What has the Government to gain from such a plan?

All Dealers Suffer For the Dishonest Few

Another phase of the matter is that though the great majority of the dealers are honest and anxious to do the right thing by all parties concerned, there were bound to be a certain number throughout this Dominion who saw an opportunity to line their own pockets with money collected dishonestly from ignorant customers. Still the department, so far as is known, took no action to protect the public or to bring to time the offending retailers. The result was that for a time the average customer did not know whom to trust and this put the whole trade on a parity with the dishonest few. Unfortunately this did not help matters and came at a time when already the retail trade was burdened with the difficulty of meeting customers with the usual tale of higher prices, and the result was to put retailers as a class in a bad light.

What of the Stamp Regulations?

The logical solution of much of the difficulty was to apply the stamp regulations similar to the plan followed in the collection of other Government revenue. The suggestion had to be made to Ottawa, and even then it took a long time to see the advantage of such a plan. Subsequently the plan was decided upon and stamps were to be ready by the first of August. Then it was the fifteenth of that month and still it was postponed. So far the stamps have not put in an appearance so far as is known.

Under such circumstances, with such an indefinite plan to work on and a wavering Government represented by dependent officials throughout the country, could anything else be expected than that the regulations would not be followed to the strict letter? Undoubtedly some of the discrepancy between the amount of revenue expected and the amount received was due to dishonest practice on the part of a very few, but the greater part of it was due to a lack of information on the part of hardware dealers whose integrity is unquestioned, and who are to-day thoroughly disgusted with the manner in which the tax collection has been conducted.

Dominion Secretary of R.M.A. Speaks Out

The announcement is made that the Inland Revenue Department has commenced the selection of a staff of accountants to investigate the discoveries made by investigators who have been quietly at work among retailers for some time past. Coupled with this comes a broadside from E. M. Trowern, secretary of the Dominion Board of the R. M. A. of Canada, stating that the new tax is too complicated, too expensive to collect, too diversified, unjustly applied and discriminating.

Government officials state that three-quarters of the luxury tax which should have been collected has not gone into the coffers. The actual amount of which the Government has been defrauded is said to be very large, though definite figures are withheld until a more favorable showing can be made, according to the statement of a Government official.

The opinion of retailers in general is that as much of the revenue from taxation as possible, should go to payment of the national debt instead of a large portion being taken for the payment of a large staff of clerks which are part of the cumbersome machinery needed for tax collection under the present system.

Specific instances of fraud are pointed to by officials of the Inland Revenue Department. In one case an article on which the luxury tax is collected over a certain sum, was sold at $4 in advance of this price. But to absorb the amount in excess of the exemption figure other unpurchased articles were put down on the bill. On these extra items, which were not bought, there was no tax.

Of course justice demands that such fraud be penalized. No one denies that. But the point is that the big part of alleged fraud is plain ignorance on the part of the retailers, for which the Government is largely to blame, and for which the Government now comes out with the thunderous announcement that examples are to be made of retailers who are perpetrating such frauds against the tax regulations. Let the housecleaning start at the right place and let us have a clean set of fool proof regulations so that nothing will be left to uncertainty and then the trouble and the reflection on the retail trade will cease.

Boys Influence Fall Sporting Trade

Planning a Unique Window of Fall Hunting Lines—The Camp Trim Always Makes a Strong Suggestion—Much Information Can Be Given Customers Regarding Guns, Equipment for the Hunting Trip, Game Laws, etc.

THE fall hunting season is now in full swing and the opportunity is provided for making a big thing of sales of guns, ammunition, hunting garments, camp equipment, etc. The windows should again be brought into use for they constitute one of the best mediums of advertising at the dealer's disposal. The photograph shown in connection with this article illustrates a good type of window to run at this time of year. It has an attractive background making use of manufacturers aids showing ducks on the wing and a shooting scene on the harvest field. Seasonable lines are prominently displayed and price cards are generously used. Linking up with the windows, some good ads. can be used along the lines suggested in the sample ads. shown herewith. Use some catchy and sporty phrase to catch the attention of the sport. "Johnny Get Your Gun" heads off the ad. by Blairmore Hardware Co., Blairmore, Alta. It points out that the duck shooting season is now open and calls sporting men to secure their outfits.

Appeal to Young Sportsmen

The windows are very important, and it is unfortunate that very often in arranging window displays of guns, etc., that an important class of buyers is

completely forgotten. The buyers we refer to are the coming hunters, the young sportsmen, the small sons of the veteran trappers of game. To some it may seem strange to call young boys an important class of purchasers of such articles as are necessary for hunting.

However, in considering the matter the idea appears to be a sensible one. We do not mean to say that young boys go out into the woods in search of game. We speak of them as important buyers because of the effect which they are capable of producing upon the general business of the hunting supplies department.

In the first place, the youngsters love to play with a rifle. Their enthusiasm for this sport is boundless. They stage many miniature trap shooting tournaments. They also play hunting to a considerable extent. This means that the hardware dealer who sells sporting goods can make many sales of rifles by catering to the boys.

Another factor which makes the boys an important class is the effect which their enthusiasm and love for rifles have upon their fathers. Most fathers like to see their children happy and consequently gladly consent to go along with their sons and help select a rifle. When the men have been induced to come along to the hardware store, they notice some articles which they need for their hunting trips. Thus the dealer obtains a generous amount of business through the interest which he has stirred up among the boys of the neighborhood.

A Sample Window For Boys

Because of his ability to appreciate the fact that a window exhibit of guns and supplies which would appeal to boys as well as to men would mean

This window of fall sporting equipment by Bond Hardware Co., Guelph, Ont., is a good type of window to use at this time of year to stir up interest. Very often just the suggestion is required to send many hunters on their way to the favorite haunts. Guns, ammunition, rifle cases, ammunition belts, hunting garments, camping accoutrements are the lines which can best be featured. In this display price tickets are shown on each article. By making use of manufacturers' aids an appropriate background and side panel is provided.

Here are some samples of ads. on fall hunting equipment as used by Capital City Hardware & Sporting Goods Co., Calgary, Alta., and Blairmore Hardware Co., Blairmore, Alberta. A catchy heading, "Johnny Get Your Gun," appears on one of these ads. with an announcement re the opening of the duck shooting season. The other ad. enumerates various lines of fall hunting equipment with prices.

many sales, an Ontario dealer recently trimmed such a window and did a big business in this line. The display consisted of two beaver board columns covered in black and white striped paper with a large five by nine foot enlargement of one of the rifle company's advertisements. The advertisement gave particulars regarding a rifle contest for boys. The enlargement was made by the dealer, in black and white, on beaver board, with a lumberman's crayon.

"Directly in front of the centre panel were placed two rifles on nickeled stands. Nearer to the window were three cut outs supplied by the rifle manufacturers.

"At one end of the background was displayed a sweater, and at the other end a gunning coat. At other places there were clothing, guns, and ammunition.

Draped from the rifles and over the pedestals in the centre was yellow velour, and from the side pedestals and around the outer edge was draped a dark green velour.

This window display attracted the attention of both men and boys. In fact, the youngsters brought, directly and indirectly, a large amount of business.

Natural Effect is Strongest

In planning the window display care should be taken to keep them natural in appearance. By combining a selection of rifles, ammunition and similar goods, with a camping scene, a setting may be made that will carry a strong appeal to the hunter. It will set his mind working on the hunting trip he has been planning, and eventually bring him to your store to fill his requirements.

It is well to plan the sporting goods window around some central figure or scene, as this will increase its effectiveness as a selling factor, and not make it a mere attention drawer without any sales pull.

A Good Camp Scene

Suggestions for camp scenes have been outlined in Hardware and Metal on many occasions. The most effective display is that along the following lines: In the centre have a canoe, while at one side may be paced a small tent, and at the other side some bushes. The scene may be made more realistic by building a camp fire in front of the tent, making the fire effect of red tissue paper with an electric bulb under it. A further touch of realism is secured by rigging up a flag pole in front of the tent and have an electric fan concealed in the bushes to keep it in motion. Getting action into the display is the way to make it pull results. By the side of the canoe or near the tent may be placed a figure either of wax or a cut-out figure with a rifle and dressed in hunting costume.

The effective arrangement of rifles, ammunition, etc., may then be left to the individual window dresser. Some dealers introduce some stuffed birds or animals, placed where they will draw special attention to some of the stock on display. Birch bark is often used effectively in the display, and some branches of colored autumn leaves work in very attractively. Pictures such as are used by the railway companies to illustrate the best hunting grounds may also be used to advantage. It is well to keep in mind that every article shown in the display should bear upon the central idea of featuring the merchandise, and therefore, not to overload the display with superfluous material which will only detract the mind from the goods. Often times there will be some feature distinctly local which the window dresser can make use of to advantage. Some pointed messages can be conveyed by cards or printing on the panelling in the background.

Much Information to be Given Customers

The function of the successful hardware dealer is to give customers as much information as possible concerning the line being sold. This factor establishes the difference between the good salesman and the other kind. It is doubtful if there is any other line of goods which offers such a field for the giving of information than that concerning the use of fall hunting equipment, and information concerning the laws of the province in which the shooting is to be done. The regulations of the various provinces will be reproduced in Hardware and Metal and dealers would be well advised to keep these for reference and to form the basis of advice to customers.

Collections Important During Uncertain Period; Individual Element Once More Assertive

Merchants Should Make Every Effort to Turn Over Stocks as Frequently as Possible—Banks Curtailing Credits, Why Not You? —Look After Collections Monthly—Pay Your Bills, Make Others Do the Same

IF there is a feeling of nervousness in the trade with regard to fall business and the outlook for next year—and there seems to be such a feeling, particularly in the larger centres of population—it is all the more imperative that extra care be exercised in the matter of extending credits, either long or short term, to customers. The banks, partly because they require the money to finance the forthcoming crops, have gone a long way toward curtailing credits to manufacturing and retail interests. The wise merchant will exercise the same due caution. He should do so at all times, but particularly so when pressure is brought to bear on his business by the financial institutions of the country.

The Individual Element Again

It is certain that business will be harder to get during the next 12 months than it was during the 12 months in 1919. Merchants will watch their businesses much more closely than they have with regard to the smaller details, with regard to buying, and with regard to the best methods of merchandising their goods to get quick turnovers. Nearly everything in the zone of business today hinges upon the sincerity of the interest that the individual takes in the performance of his duties. All occupations are suffering from the indifference of the bulk of their operatives. Both men and women workers do not seem to see that the losses their neglect and half-hearted work entail, bulk to a terrific total which is projected directly against their own comfort. Many have more regret over the loss of a dollar than they have over the loss of the consciousness of duty. The real fact of the matter is to-day that the country is in far greater danger of self-indulgence panic than it is of a money panic. Safety, prosperity and the ability to enjoy more fully the privileges of the present advancement of civilization, are each wrapped in the desire to serve in the manner that the individual himself would be served. Such a belief practised makes one first worthy of prosperity, then presents him with it and protects him in it. Money, currency and credits, are too much thought of as all-powerful elements to which the individual feels himself unrelated in so far as they show the direction of our commercial travel. A noted writer has said: "Money and the use of tightness of its flow is incorrectly looked upon as the power of trade, whereas it is merely a material to which certain natural properties belong after man has put motion to it. Money in the belt that connects the fly wheel on the motor of brains to the pulley on the generator of brawn." After all, the individual element is the telling factor in business, and the more of it that finds its way into business during the coming months the better for the business.

Credit Man's Advice

In conversation with the credit man of one of the large wholesale houses in Toronto, W. H. Lamont, it was strongly advised that stocks be kept as well assorted as possible; at the same time they should be kept as liquid as possible. In getting in touch with the retail trade in his line, he tendered them the following advice:

"For several years we have been passing through very abnormal times, and it is evident this unsettled condition is still with us, making it necessary to give business, whether large or small, most careful study.

"Prices, as you will observe in looking through this bulletin, are still advancing, and as long as these conditions remain, credit is being stretched to the limit.

"The retail merchant, as well as the jobber, should put forth every effort to turn over his stock as many times as he possibly can, and also to promptly collect his outstanding accounts.

"To get his money in will help every merchant to maintain an easy financial position as well as provide means to keep his stock well assorted, and thus give service to his customers.

"The reports regarding the crops throughout this province are most encouraging. The farmer will, no doubt, obtain high prices for his products, and in consequence be in a position to co-operate with the retail merchant by making prompt settlement of his debts.

"We would suggest at this time of the year that you go over your accounts very carefully, see that your bills are rendered promptly every month, and that customers who do not respond get timely reminders. The result of such continuous effort, we feel, will be encouraging to you."

A Banker Agrees

Hardware and Metal showed Mr. Lamont's advice to one of the leading bankers of the city, with the result that there was a hearty agreement on his part. "There is only a certain amount of money now available," he said, "for credit, and when this is used it can't be used again. By prompt payments, the business of the country can be carried on much quicker than by slow, dragging payments. The outlook for the crops in this country is good, never better, and when these are taken in it is turning it into new money. But during the time until the crops are taken off, the country relies upon the banks to finance them. Merchants should keep this in mind because if the crops are taken off, and not financed properly and quickly, the merchants themselves will suffer in the end."

It is well that such advice be borne in mind with the opening of fall business, both buying and selling. Purchasing for the coming spring will be in progress before many weeks, and, as Hardware and Metal has advised before, care should be taken to meet all the legitimate requirements of the trade, having due regard to uncertainties both as to manufacturing costs and the general attitude of the consuming public.

Editorial Comment

FIRM PRICE TREND

ALTHOUGH there have been declines here and there in the prices of a few hardware lines, the general trend of the markets is towards continued firmness. Labor costs enter into hardware lines to a very great extent, and there is no evidence of a decline in wages. There are also increased freight costs on raw materials, travelling and hotel expenses are still on the upgrade, heat and power costs are still moving skywards. These increased expenses with many others are all factors in keeping hardware prices near present levels. Although supplies of some hardware lines are moving more freely, there is still a great scarcity of many manufactured hardware products, and it will take months to catch up to the demand. Present price movements must be interpreted with considerable care. There are some hardware goods which are greatly in demand at present prices. Other cases in print are those commodities the prices of which appear stable, but in which almost no business is being done. The hardware trade of Canada, dealing as it is in actual necessities, rather than luxuries, will not be subject to the sudden fluctuations which may be experienced in some other lines of business.

YEARLY MEETING PLACE

FALL fairs are now the order of the day. Scores of hardware merchants are officials on the local fair boards, and take a deep interest in developing the community spirit through the local fair. Fair time is one that the farmer sets apart in the whole year to meet with his neighbors and other farmers in distant parts of his district. They all go to see what is newest and best in stock, machinery and other lines. Hundreds of thousands of farmers make a special point not only of going to their district fair but also to the larger fairs which last for several days. These fairs, both the small and the large, offer merchants one of the finest possible opportunities for meeting customers, demonstrating goods and talking about them personally to prospective buyers. The farmer, taking him collectively, is now perhaps the largest purchasing agent in the Dominion and he has plenty of money wherewith to buy. Few merchants have a stock more adapted for attractive and serviceable display than the hardware man with stoves, ranges, paints, electrical labor-saving devices, and many other lines to show. Your presence and your exhibit at the local fair should create a lasting and favorable impression.

A THOROUGH STATEMENT

THE address of Thomas Findley, of the Massey-Harris Co., before the Tariff Commission at Winnipeg, has been published in many Canadian daily newspapers as paid advertising.

It may be that it is necessary to do this in order to get his views before the public. It is a fact, though, that the same papers publish every day a tremendous amount of material that is not half as interesting nor one-quarter as instructive as the facts presented by Mr. Findley.

He reviewed the position of his company; he told of all the tinkering that had been done with the tariff on agricultural machinery; mentioned the loss the farmers were inflicting upon themselves by not housing their implements; showed that the farmer in Saskatchewan was buying his binder cheaper than the farmer south of him in North Dakota or Montana.

It is hard to recall offhand where any man has so thoroughly laid before the public the business of his company.

It is such frankness and such adherence to facts that will carry conviction.

The Clerks' Department

Hardware Clerk Has Unique Opportunity

Few Businesses Offer Such a Golden Opportunity for the Clerk Who Applies Himself—Always a Good Opening for Man From Behind the Hardware Counter

TO my way of thinking, there is no other business in Canada offers such golden opportunities for the young man as does the Hardware business. Without any effort whatever I can call to mind at least a dozen young men, who a few years ago were working in Eastern Canada stores, learning the business, and are now holding big jobs. Some are still with the firm they started in with, others are working for manufacturers, representing them on the road.

The hardware business takes in an enormous number of different lines, manufactured by as many different manufacturers, giving the clerk an opportunity to either specialize with the idea of entering the employ of some manufacturer, or to go into the business thoroughly and become a first-class hardware salesman. There is always a grand opening for good men behind the counter. A first-class floor salesman will never have to complain about his salary. I know of a clerk—salesman, I mean—who always has two or three customers waiting until he is disengaged. They would rather wait until he can serve them than allow another clerk to wait on them. The reason is not hard to discover. This salesman knows all about his stock, he can give the best advice to his customer. He is a man who has never been heard to complain about his salary. The firm he is employed by realizes that he is a man they could not afford to let go, and pay him accordingly. One of the best recommendations a clerk can have is to have customers waiting for him to serve them.

A man came to me the other day and asked this question: "I have a boy who is ready to go into some business, what would you suggest?"

Naturally I said that this was a question the young man himself should decide, but I found that this was a case, like hundreds of others, where the main idea was to get a job, and the young fellow could almost adapt himself to any job.

Starts in Auto Accessory Department

The hardware business seemed to attract this boy, and he was also of a mechanical turn of mind, so I suggested that he get in with some hardware house in the automobile accessory department, which he did.

The reason I suggested the automobile accessory end of the hardware business was because merchants all over are finding that they need men who are thoroughly familiar with cars and their requirements.

The manager of a large firm handling automobile accessories said, "We have a large department here, and are doing a good business, but what we want is a clerk who knows all about cars, we have one man, the manager of the department, who is an expert, but he can't do everything himself, and when he is out there is always some little thing crops up which has to wait until he returns, our clerks do not go deep enough into this end of our business."

He went on to say, "Any boy who will make a study of this business, and put his whole heart into it, will have a vocation that offers him more opportunities than any other business at the present day."

I can give a case of a young man who joined the staff of an Eastern Canada store, in the automobile accessory department, at a very moderate salary. To-day he is drawing a salary far in advance of the average clerk, and earning it too.

Makes Big Steps Forward

The young man I am referring to put his whole heart and soul into his job. He compiled the first catalogue the firm issued, and has since compiled two more. Naturally he is familiar with every article the firm stocks in this line, and can give the fullest information necessary to a customer. His salary advanced every year, and lately the firm has placed an automobile at his disposal for use in connection with this department.

This clerk has made good in less than five years. His career proves the opportunities in the automobile accessory business are plentiful, but the aspirant must be mechanically inclined, and fond of machinery.

Paint Department Also Offers Good Opportunity

To the man who is not interested in motors, the paint department of any hardware store offers many opportunities of making good. I know of several men who have done exceptionally well in this line. A clerk who thoroughly knows the paint business is an asset to employer and customer. Painters have had more work than they could do, and private citizens have been wielding the paint brush freely.

A good paint salesman must be able to tell his customers how much paint is needed to do a certain job, and be able to suggest the best kind to use in different circumstances. He must be able to match colors, and know what colors go together to give the most pleasing effects. As a rule, the average householder who intends doing some painting always expects a lot of advice, and the man who knows the business is the one the customer tries to get hold of. The manufacturer, too, is always on the lookout for good paint salesmen, and many of my acquaintances are now representing some of the largest paint manufacturers in Canada. When we realize that every person who enters a store can find some use for paint, we also can form some idea of the scope there is in the paint business.

The same rule applies to the hardware business, to be successful, a man must have a definite aim, and then go to it.

If he intends to be an inside man, he should settle down and make himself the man every customer is looking for. It is no use waiting for something better to turn up, the man who does that will always be on the waiting list.

Dozens of men who a few years ago were hardware clerks are now holding big positions.

* * *

Hardware business is so broad that it offers chance to specialize or become thorough hardware merchant.

* * *

A first-class floor salesman will never have to complain about his salary.

* * *

Paint department and auto accessories offer good opportunity.

News of Western Canada

Has Faith in B.C. Turpentine Possibilities

Despite Trade and Commerce Reports of Unfavorable Circumstances and Failure of Previous Attempts, E. S. Oliver Has Got as High as 33 Per Cent. Bulk of Turpentine

VANCOUVER, B.C.—Despite reports from the Department of Trade and Commerce to the effect that there are few trees in British Columbia which contain a sufficient amount of pitch to warrant the necessary expense of felling and transporting the timber to a mill for the extraction of turpentine, and that sufficient pitch could not be obtained by tapping the trees to make a commercial success of the undertaking, E. S. Oliver, industrial chemist, makes a very glowing report on the possibilities of this industry, and in support of previous statements, Mr. Oliver says:

Under the old system of scarifying the barks of the trees and collecting the resin after the most volatile elements have become oxydized by contact with the air, it was not possible to procure more than 17½ per cent. bulk of turpentine. In Canada the highest production in any of the eastern plants was 15½ per cent. Under Mr. Oliver's tests, the lowest he has yet received was 33 per cent., or one per cent. higher than in Germany, where the resin by-product industry has been developed to an art.

Without disclosing any of the secrets of the process, it may be said that Mr. Oliver achieves his results by boring a very small hole into the tree trunk and hermetically sealing it to an airtight flask. In this way, instead of injury being done to the timber, the growth of the tree is aided. The resin being in the nature of fecal matter which the tree is seeking to rid itself of, the quality of the timber and the rapidity of its growth is aided, the small drain holes not affecting the efforts of the tree to send up sap and build up new cells.

The theory worked out by Mr. Oliver to explain why larches and pines send out resin is that the pines and conifers are the survivors of a cold epoch which swept over the northern hemisphere. The only way in which the germ of life in the tree cell could endure was by the tree evolving a non-freezable and non-swelling substance to enwrap and protect the cells. Such a substance is turpentine, which forms a large element in tree resin.

Have a Surplus of Resin

"With a return to warmth," says Mr. Oliver, "these trees now find themselves with a surplus of resin for which they no longer have any use. The tree is always seeking to rid itself of the substance by discharging through the roots into the ground, and by forming abscesses in the tree trunk, which grow with the tree as it sways and strains with the wind pressure. When the tree trunk is scarified or the bark injured the resin will come oozing out in its efforts for an outlet."

The Emperor Constantine is the parent of the resin industry, says Mr. Oliver, having had his foresters experiment with conifers by pruning to develop growth after ruminating on the way in which pruning had developed his fruit orchards. From the early resins thus obtained early chemists distilled the famous turpentine and oils which have made possible the art treasures of the Middle Ages.

Pointing out that Quebec and Ontario wood product plants last year, distilling chiefly alcohols, had produced $8,000,000 worth of products, Mr. Oliver pointed to the samples of valuable products which he has obtained as a result of his experiments with the high grade resins from the British Columbia Douglas fir.

"The greatest satisfaction," says Mr. Oliver, who is a natural economist and man of research, "is that the industry will be a constructive one instead of a destructive one as practised in the southern pine forests of the United States. Every tree, no matter how small or how illshapen, so long as it is healthy can be made revenue producing. It will help the lumber industry, and itself become the greatest single industry in the province."

The Gas City Brick Co. to Manufacture Hollowware

Medicine Hat, Alta.—The Gas City Brick Co., Ltd., of Medicine Hat, Alberta, have recently augmented their facilities by the installation of a plant for the manufacture of hollow ware.

Heating Expert Thinks His Device Will Heat Houses at Big Savings

Winnipeg.—Is it possible to heat houses for six cents per day per room or $18 per month for a 10 roomed house?

It is according to James Taylor, engineer of the I.O.O.F. building in this city, who gave a demonstration of heating devices he had invented. Several prominent citizens were in attendance and expressed the opinion that the invention would revolutionize the heating problem of this city. Dr. A. E. St. John, who has investigated J. Taylor's system, thought that the Citizens' Liberty League could perform a great public service by promoting its manufacture on a large scale.

Iron and Steel Manufacturing Prospects Bright in B.C.

Victoria, B.C.—Never in the history of British Columbia has the prospect for development of the manufacturing stage of the iron and steel industry been so bright as at the present time, according to a statement made by Major J. B. Martyn, Provincial Industrial Commissioner, who, with James H. McVity and Nicol Thompson, has returned from a trip of investigation and inquiry in the United States and Eastern Canada for the Government. Major Martyn indicated that negotiations were interlocked with the plans of a British Columbia syndicate and a group of British capitalists.

Adding To Plant

The Western Steel Products Co., Ltd., of Winnipeg, are making an addition to their factory. This will give them considerable more warehouse space and will supply them with new office quarters which they contemplate having on the second floor.

The Andrew Wire Works of Canada, Ltd., to Enlarge Their Plant

Work is being started immediately on a large addition to the plant of the Andrews Wire Works of Canada, Ltd., at Watford, Ont. The building will be of brick with steel sash and concrete floors. The roof will be supported by steel work and the construction modern throughout. The blower system of heating will be used. An increase of 75,000 square feet of floor space will be gained by the erection of this addition.

New Co-operative Store is Opened in Vancouver

A new co-operative store has been opened in Vancouver at 152 Hastings West, under the title, Veteran and Civilian Co-operative Association, of Vancouver, Ltd. Owing to the B. C. Co-operative Association Act, 1911, and amending acts, the society will proceed along the lines of all other B.C. co-operative lines laid down for any society using the word "co-operation" by the act—as to distribution of profits, etc.

Cash bonuses are returned to patrons according to their purchases, states the circular. Mr. Jones owns one share of stock at $20.00 fully paid. This stock at 7 per cent. (current rate of interest) gives $1.40 a year. His trade with the society was, say, $600.00 for the year. After deducting other funds regularly set aside by co-operative societies as above, the surplus savings amount to, say, 10 per cent. of the merchandise sold.

The members of the society having agreed that the surplus saving shall be distributed on the basis of 10 per cent. of their patronage, Mr. Jones receives a cash bonus of 10 per cent. of $600.00, namely, $60.00, and that, in addition to the $1.40 interest on his share of stock.

This extract from the prospectus will be interesting to the grocer closely in touch with cost of doing business, and net profits possible.

British Supplies Offered

A communication has been received by the British Senior Trade Commissioner in Canada from a British firm of telephone, telegraph and signalling engineers, stating that they have available for export a surplus stock of electric heating and cooking appliances, and that they will be pleased to quote against definite inquiries from interested merchants or importers in Canada.

Good deliveries, in particular, can be given of electric heating appliances. Further particulars and prices may be obtained from the British Senior Trade Commissioner, 248 St. James Street, Montreal.

Officials Western Steel Products Ltd.

Winnipeg, Man.—The death of W. J. McMartin, of Western Steel Products, Ltd., formerly Winnipeg Ceiling and Roofing Company, has made necessary a re-arrangement of the responsibilities in connection with the carrying on of the business as follows: H. Ormond, representing the estate of the late Mr. W. J. McMartin, president; H. C. McMartin, vice-president and general manager; W. J. Wilson, sales manager; R. R. Symington, credit manager and secretary. This executive staff have been associated for many years with W. J. McMartin in carrying on the business.

Western Notes

Moose Jaw, Sask.—A small fire occurred in the shipping room of Morrison-Blackwood, wholesale hardware merchants, last week.

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Virden, Man. — W. F. McGuinness, Brandon, sec.-treas. of the Manitoba Hardware and Lumber Co., was a business visitor here for a few days last week, during which he, in company with the president, Mr. W. A. Bridgett, visited the company's branches at Reston, Hamiota and other points.

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Hugo Goldsmith, of P. Goldsmith's Sons, manufacturers of sporting goods, Cincinnati, Ohio, is taking a combined business and pleasure trip through Western Canada.

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Winnipeg.—Mr. Gordon Hoskin, of Wood, Vallance, Ltd., Regina, was in Winnipeg for a few days last week and reports business very good.

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Winnipeg.—The Merchants' Bowling League has again been organized. The season will open October 5th. Wood, Vallance, Limited, have entered a strong team, and expect to be right up near the top at the finish.

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Winnipeg.—M. T. Christie and L. C. Stephens, of G. F. Stephens & Co., Ltd., were in Montreal last week on a business trip.

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Winnipeg.—J. B. Lawrence, manufacturers' agent, is returning to the city from a trip to the coast.

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Edmonton.—The partnership of Wm. Hober and John Hyndman under the name of Western Tire & Rubber Co. has been registered.

Connections Secured For New Exporting Firm

Renfrew.—F. D. Vickers, vice-president of the British Canadian Export Co., has returned home from a very successful two months' business trip to England and Scotland, and as a result he is said to have built up a fine connection for the new Renfrew exporting firm which handles the products of the Renfrew Electric Products, Limited, the Renfrew Refrigerator Co., and the Renfrew Roller Mills.

Formation of Confederation of German Factories Manufacturing Enamelled Ware Goods

The department of overseas trade is informed that according to the "Frankfurter Zeitung," the former association of German enamelled ware factories, which had existed without definite articles of association for a number of years, was dissolved at a recent meeting. In its place a new confederation of German enamelled-ware works had been founded, its members embracing over 60 factories, representing about 80 per cent. of Germany's production. The confederation will control and give information in respect to foreign markets. The first meeting of the new confederation agreed to prices being lowered by 20 per cent., so that export prices must be correspondingly lowered in view of the fact that on account of high prices the foreign markets are no longer obtainable. The increases on goods of particular quality have also been defined. New prices come into force on September 30th, but only in respect to those contracts in which deliveries will be made before the 31st December.

Form Company to Exploit New Steel Process

The Societe des Acieries Basset, which was recently formed in Paris to solve the problem of converting iron ore directly into steel without the use of blast furnaces, is reported to have taken over shares for 5,000,000 frs. in the Societe Francaise des Mines de Fer, and has thus secured control of this iron ore mining company.

Request for Loans for Workmen's Dwellings Made to Quebec

Quebec.—The announcement that the Administrative Commission has forwarded to Quebec the official application for a loan of $1,000,000 out of the fund for the construction of workmen's dwellings will, it is believed, quicken interest in that project.

CANADA'S FOREIGN TRADE FOR APRIL-JULY

Canadian commerce for the first four months of the current fiscal year shows an increase of $166,480,404 over the corresponding period a year ago. For April-July in the present year the total value of goods exported and imported was $825,267,761, while in 1919 the total was $658,787,357.

The trade statement issued by the Department of Commerce shows that Canada is importing goods to a much greater extent than during 1919. The total value of goods imported into Canada from April to July, inclusive, this year was $473,572,589, while last year it was only $284,897,013. The total value of domestic merchandise exported, however, was some $15,000,000 less than during the four months' period in 1919. From April to July, inclusive, this year Canada exported domestic merchandise to the value of $342,112,423, and during the corresponding period last year the Dominion exported this class of goods to the value of $357,883,897.

Re-exports aggregated $9,582,749 this year, contrasted with $16,006,447 in April-July, 1919.

Events in the Trade

Business Changes

Ayr, Ont.—R. A. B. Fleming has sold his hardware business to N. Bennett.

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Kenton, Man.—J. Brown & Son, furniture and hardware dealers in Kenton, Man., have sold their business to J. A. Fraser.

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Luseland, Sask. — R. M. Patterson, pioneer hardware dealer of this town, has sold his hardware business to C. D. Nicholson, formerly of Kerrobert.

New Business

St. Boswell, Sask.—G. W. Williams has commenced a hardware business here.

Incorporations

Montreal.—The Central Electric Co. was recently registered at Montreal.

Toronto.—The Eastern Electric Fixture Co. was recently registered at Toronto.

Montreal.—Dubuc and Giroux, hardware merchants, were recently registered at Montreal.

The Beaver Varnish Company, Ltd., has been incorporated with a capital stock of $200,000 to manufacture paints, varnishes, and kindred products, their chief place of business to be at Thorold, Ont.

The Red Seal Storage Batteries, Ltd., has been incorporated with a capital stock of $100,000 to manufacture storage batteries, electrical appliances, etc., their chief place of business to be at Montreal, Que.

The Dominion Sanitary Pottery Co., Ltd., has been incorporated with a capital stock of $100,000 to manufacture crockery, earthenware, glassware, household implements and utensils, enamelware, etc, their chief place of business to be at St. Johns, Que.

Obituary

Dundas.—The death occurred in Dundas of a well known figure in the commercial world in the person of Peter B. Burton, Toronto. Deceased was for over 20 years a traveller for the John Bertram & Sons Company, of Dundas, and later for several years was with the firm of A. R. Williams & Co., of Toronto. Latterly he had been manager of a warehouse of the Canada Machine Corporation in Galt.

Western Ontario News

Dr. C. O. Fairbank, of the hardware firm of VanTuyl and Fairbank, Petrolea, has returned with his family after spending some months in California.

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W. A. MacLaren, of Hensall, has been making an exceptionally fine showing in the district bowling tournaments, sweeping many prizes in the Scotch doubles.

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Plans are being prepared for a $100,000 addition to the plant of the London Concrete Machinery Co., at London, Ont., and work will start this fall.

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Col. T. S. Hobbs, of the Hobbs Hardware Co., London, has been elected to the directorate of the Ruggles Motor Truck Co., which will start work at once on a $2,000,000 plant at London.

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Russell Beattie, of the Russell Beattie Hardware, London, will shortly join the benedicts.

* * *

Laurence Fry, of the Cochrane Hardware, at Sudbury, Ont., is at his home in Chesley for the first time in six years, having enlisted in August, 1914. He was wounded but returned to the firing line, and was at Mons when the armistice was signed and marched into Germany with the army of occupation. He was called home owing to the death of his brother, Earl, who was in business at Wiarton.

* * *

Fred Trebilcock, traveller for the D. H. Howden Hardware, London, Ont., will start back to work again shortly, after having been off the road for some weeks as a result of having to undergo an operation.

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An investigation may be asked for shortly into a fire at London, Ont., which broke out in the work rooms of Everybody's Overall Co., on Sunday afternoon and caused a loss of $20,000 to the company, and the stock of the Odell Hardware and McCormick Harness Co. in the same building.

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Harvey Gleiser, for several years with Liphardt Bros. Hardware, at Waterloo, Ont., has started for himself in the Devitt block in the plumbing and heating business.

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A shipment of steel just received from Pittsburgh has enabled the Stamped Enamelware Co., of Hespeler, to resume work at full time again. Owing to difficulties in obtaining raw materials the plant was somewhat slack for a time.

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At Strathroy Fair this week W. H. Cuddy had an unusually attractive display, featuring especially stoves and heaters, roofing and paints. A demonstration attracted much attention.

Fraser Companies, Ltd., Take Over Dominion Pulp Co.

Chatham, N.B.—The Fraser Companies, Ltd., have recently taken over the plant formerly operated by the Dominion Pulp Company at Chatham, N.B. They will continue to operate this mill as it was formerly run, employing about two hundred and fifty men in the production of unbleached sulphite fibre.

Northern Aluminum Co., Ltd., to Enlarge Toronto Plant

The Toronto works of the Northern Aluminum Company, Ltd., are being enlarged by a new building, which, it is said, will triple the capacity of the rolling mill. This building is to be of the usual factory type of saw-tooth construction, about three hundred feet long with a width varying from one hundred to two hundred feet. The cost will be in the neighborhood of $160,000 and the company hope that they will be able to commence operations in the extension early next spring.

The Lion Tire & Rubber Co., Ltd., Will Build Plant in New Toronto

The Lion Tire and Rubber Company, Ltd., are a recently incorporated firm who propose to erect a plant in New Toronto, on the Toronto-Hamilton Highway. The site owned by the company is one of 5 1-10 acres, and the plant will be a modern and up-to-date factory for the manufacture of fabric and cord rubber tires, as well as a line of inner tubes for all kinds of motor vehicles. All mechanical and technical details of the company are in the hands of the Rubber Engineering Company of Akron, Ohio, but the company will operate under an Ontario charter.

Building Cost $1,500,000

Toronto.—The Dunlop Tire and Rubber Company are moving into their new building. This four-storey structure cost $1.500 000. and has a floor space of about 175,000 square feet.

New Steel Company Going Ahead

Sarnia, Ont.—At a meeting attended by Indians of the local reserve and representatives of Lake Huron Steel Corporation and Wills Lee Company, the steel company officials are reported to have said positively that the Indian land arranged for would be taken over and the money paid inside of 60 days.

Laundryette Manufacturing Co. to Make Machines in Canada

Peterboro, Ont. — The Laundryette Manufacturing Company of Cleveland, Ohio, are opening a branch factory in Peterboro, Ont. The product of this company is a patented domestic laundry machine, which both washes and dries clothes.

Fire Destroys Works of Owl Metal Co.

The premises of the Owl Metal Company were destroyed by fire last week. The loss is estimated at $12,000, including the building, which represented in value half the amount named. Insurance to the extent of $9,200 was carried.

English Visitors to Hamilton Factory

Hamilton. — C. D. Culston, general manager for the Hoover Suction Sweeper Company, of England, was in Hamilton, in company with E. Tarrant and C. Bethel, sub-managers of the same company in London, England. Mr. Culston is here to see if he cannot speed up production in the Hamilton factory, which is supplying both England and Canada at the present time.

Syndicate Wants to Buy Delaney Iron & Forge Co.

Brockville.—At a meeting of directors of the Canada Foundries & Forgings Company, the headquarters of which are in Brockville, held in New York, a wealthy syndicate made a proposition to purchase the Buffalo plant of the company, known as the Delaney Iron and Forge Company, Inc.

No decision was arrived at, but the directors and shareholders will meet here on the 28th inst. to dispose of the offer.

Production of Pig Iron in Canada

Ottawa.—The total production of pig iron in Canada during the first half of 1920, according to statistics by the mines branch of the Department of Mines, Ottawa, was 502,667 short tons (499,891 tons made in blast furnaces and 2,796 made in electric furnaces), as compared with 524,977 tons during the first half of 1919, and 392,804 tons during second half of 1919.

The average monthly production of pig iron during the first half of 1920 was 83,778 tons, compared with an average monthly production of 87,496 tons during first half of 1919, 65,467 tons during second half of 1919 and 76,482 tons for the whole year.

Photo which shows the Ontario salesmen, their wives, and the Fergus office force, was taken on Saturday afternoon before the group dispersed.

Beatty Bros'. Summer Sales Convention

All Ontario salesmen of Beatty Bros., Limited, Fergus, Ont., met together for a three-day sales convention. This company's new business year commences September 1, and during the convention plans were made and quotas set for the forthcoming year. The year of 1919-20 was a most successful one, and there was thought to be every prospect for still greater things next year. An interesting feature was the visit of the wives of the salesmen who were invited to come with their husbands. The head office thus had the pleasure of meeting practically all the "better halves" of their Ontario men. As well as being profitable in a business way the convention was a splendid "get together" meeting and a pleasurable time as well.

Canadian Imports of Sporting Goods from U.S.

Canada during the month of June imported more sporting goods from United States than any other country in the world.

The value of these imports was $94,-464.

Capacity Output of Steel

President of Dominion Steel Corp. Says Outlook for Steel Industry is Good—Coal Production is Disappointing—Royal Commission to Make Valuable Suggestions.

MONTREAL. — "There is a capacity output at the steel plants, but coal production is disappointing," stated President Wolvin, of the Dominion Steel Corporation, on his return to Montreal.

"There are too many holidays, and the increases in miners' pay have resulted in a reduction of the quantity of coal mined."

While at Sydney, Mr. Wolvin inspected the company's plants and conferred with the officers in charge of its steel and coal activities.

"The steel works at Sydney are at present very prosperously employed and working to full capacity," Mr. Wolvin stated. "We have plenty of orders ahead, and, taken altogether, the outlook is good. Production at the coal mines, however, is disappointing, due in large measure to the fact that the miners are taking many summer holidays, while there is a feeling of restlessness abroad while waiting for the report of the Royal Commission now investigating conditions in Nova Scotia."

The commission, Mr. Wolvin said, has not yet completed its report, so far as he was aware, and he had no information as to what its recommendations would be. He stated, however, that he believed it would contain certain suggestions for improvements in conditions at the mines, most of which the company were now actually at work in putting into effect. Anything of this nature he said, would be very acceptable to the coal company.

Mr. Wolvin expressed the view that owing to the conditions existing in the country at the present time, and with the cost of living on the decline, together with the prospect that there would be considerable unemployment during the coming winter, the commission could not with consistency recommend an increase in wages. The investigation of that body, he stated, would undoubtedly show that the increased wages granted during the past three years had generally resulted in a decrease in the output of coal at the mines.

Newsy Notes From Here and There

Toronto. — J. M. Rise of Whitby, and Mr. Henry, of J. Henry & Son, Orono, Ont., were visitors to Kennedy Hardware Co. last week.

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Toronto. — A jury in the County Court awarded the Russell Hardware Co. $325 in their action against Abe Brown, of Woodstock, for $700 for the damage done to their truck in a collision on the Toronto-Hamilton highway last May.

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Toronto. — Sir Frederick Orr Lewis, Bart., of Whitewebbs Park, Enfield, England, and Montreal, by deed poll at Osgoode Hall, altered his name to Frederick Orr Orr-Lewis. Sir Frederick is a well known hardware merchant in Montreal, and the Canadian agent for Vickers Limited.

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Toronto.—The employees of H. S. Howland, Sons & Co., Limited, and their friends held a very successful corn roast on Saturday, Sept. 18th. Over 130 were motored to Erindale by the firm's trucks. Music was supplied by De Peitro, and his well known automatic organ. The only incident to mar the delightful time was due to two of the drivers getting temporarily lost on their return.

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Toronto. — The following were among the visitors to H. S. Howland & Sons, Ltd., last week.

R. Blain of Brampton, Ont., representative of Padgett & Hay, Agincourt, Ont. Representative of Shannon Bros., Tara, Ont.; E. C. Charlton of Luton Brook, Ont.; H. Long of Port Credit, Ont.; representative of Richmond Hill Hardware, Richmond Hill, Ont.; Representative of Mrs. W. H. Dickson & Son, Sprucedale, Ont.; J. U. Perkin, Unionville; Chas. Shaw, Kleinberg; Representative of H. Stevenson & Son, Willowdale, Ont.; and B. R. Brown of Lansing, Ont.

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Porcupine.—W. G. Smith, who has for some years been on the Hollinger mine staff, has taken over the management of the local store of Geo. Taylor, hardware.

* * *

Hamilton.—Thomas F. Kelly, sales manager of The Hoover Suction Sweeper Company of Canada, Limited, has left Hamilton for his annual trip through to the Pacific coast. Mr. Kelly is calling on the dealers in the large communities out West who sell this "Made in Hamilton" product, and will also hold meetings of members of his sales organization, from place to place.

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London. — McCormick's harness shop and Odell's hardware store suffered slight damages by fire last week.

Whitby. — Disney's hardware store was visited by thieves last week.

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Brockville.—The hardware store of W. and J. Sheridan was badly damaged by water and smoke in a fire which occurred here last week.

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Bolton.—Burglars entered Smith and Schaefer's hardware store by a second-storey window, blew open the safe with material secured on the premises, and secured $16 in change.

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Quebec.—Among visitors to Quebec last week was S. Bennett, vice-president of Stanley Works, Ltd.; Philip Stanley, vice-president of Stanley & Lovell Co., accompanied Mr. Bennett.

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Montreal.—W. S. Ivison, representative of the Wallworth Mfg. Co., Ltd., Boston, was in Montreal this week. H. Stewart, general manager of the Gourock Ropework Export Company, Ltd., Montreal, returned last week from an extended trip to the British Isles.

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Hamilton.—Thieves entered Ramsay's hardware store, Market Square, and got away with a number of revolvers and butcher knives, a quantity of ammunition and a number of pocket flashlights and batteries. About $5.20 in cash was also stolen. The total loss is in the neighborhood of $100. The thieves entered by removing a glass from the front door.

Champion Spark Plug Salesmen Hold Convention

The eighth annual sales convention of the Champion Spark Plug Co. was held at Toledo, Ohio, recently.

The attendance totalled over 150 men, who make up the sales force in Canada and the United States. The territory represented was from Edmonton to Key West, Fla., and from Newfoundland to San Francisco. The convention covered two weeks. The first week was given up entirely to business, and the second week almost wholly to festivities. One of the most pleasant incidents of the entire convention was the arrival of Mr. F. B. Caswell, the vice-president and general manager of the Canadian plant, and the general director of sales. Mr. Caswell left Montreal the latter part of May as a delegate to the International Chamber of Commerce convention which was held in Paris, France, and while in Europe he also established sales offices for the Champion Spark Plug Co. in England, France and Belgium. The sales force in Canada has been increased lately by the addition of D. S. Pocock, for the province of Manitoba; D. J. Dowling for Saskatchewan, and W. T. Dodds for Alberta and British Columbia.

Dominion Steel Co. Ship Plates to New Zealand

The Dominion Steel Co.'s new steel plate mill is working regularly, and in addition to supplying the home market the company has begun to make shipments of steel plates abroad, a large consignment being now on the way to New Zealand. When the mill is worked at full capacity it will turn out 250 tons of plates daily.

Hardware Letter Box

MANTLE MANUFACTURERS

Thompson and Sutherland Ltd., North Sydney, N.S. Please let us know names of different mantle manufacturers in Canada.

Answer.—Auer Incandescent Light Mfg. Co., Montreal; August Gamache, Sawyerville, Que.; The Hamilton Gas Mantle Co., Ltd., Hamilton, Que.; R. M. Moore Co., Ltd., Vancouver, B.C.

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STICKERS FOR ADVERTISING PURPOSES

Watson, Smith & Son, Shubenacadie, N.S.—Kindly inform us where we can procure gummed stickers for advertising purposes.

Answer.—Dennison Mfg. Co., Ltd., Toronto; Kilgour Bros., Ltd., Toronto; Business Systems Ltd., Toronto, Montreal, St. John, N.B., etc.; J. C. Wilson, Ltd., Montreal; R. H. Davis & Co., Ltd., Yarmouth, N.S.

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PAINT LABELS AND COLOR CARDS

C. J. Wyers, Brandon, Man.—Can you inform us of names of firms making paint labels and also color cards?

Answer.—Labels: Rolph & Clark, Ltd., Toronto; Benallack Litho & Printing Co., Ltd., Montreal; Bulman Bros., Ltd., Winnipeg, Man.; Consolidated Litho Mfg. Co., Ltd., Montreal; Desparats Printing Co., Montreal; The Dominion Lithographing Co., Ltd., Montreal; Duncan Lithographing Co., Ltd., Toronto; Harris Lithographing Co., Ltd., Toronto; Howell Lithographing Co., Ltd., Hamilton, Ont.; London Printing & Litho Co., Ltd., London, Ont.; Simcoe Lithographing Co., Ltd., Simcoe, Ont.; The Davis Smith Engraving Litho Co., Ltd., Toronto. Color cards: La Clede Mfg. Co., Bridgeburg, Ont.

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KEYSTONE METAL DOOR MAT

Martin, Finlayson and Mather, Ltd., Vancouver, B.C.

Kindly give us the address of manufacturer of the Keystone Metal Door Mat.

Answer—This mat is made by the Port Hope Mat Co., Port Hope, Ont.

Trade Inquiries

1852. **Wire rods.**—A London firm wish to hear from Canadian manufacturers of wire rods who can offer supplies for export.

1853. **Nails.**—A firm of travelling agents, with branch offices in Jamaica, Demerara, and Barbados, desire to obtain a Canadian connection for nails and other small hardware.

1854. **Steel products.**—Established trading corporation, with head office in Chicago and branches throughout the world, ask to be placed in touch with Canadian manufacturers of iron and steel products, particularly structural iron, steel plates, pipes and pipe fittings of all kinds.

1855. **Wire rods.**—Large ironworks in Scotland would be glad to receive quotations from Canadian producers who are in a position to export. The immediate requirements of this company are filled, owing to the arrival of a recent shipment from Canada, but they are regularly in the market.

1856. **Barbed wire.**—A Buenos Aires firm of general importers are interested in receiving quotations c.i.f. for black, galvanized, oval high-tension and barbed wire.

1870. **Twines.**—A firm in Newfoundland are open to purchase quantities of lines, twines and cordage.

1857. **Iron and steel bars, etc.**—A Buenos Aires firm of general importers are interested in receiving quotations c.i.f. for iron and steel bars, beams, galvanized sheets and black sheets.

1858. **Tinplate.**—A Buenos Aires firm of general importers are interested in receiving quotations c.i.f. for tinplate.

1875. **Roofing felt.**—A commission merchant in Newfoundland is open to receive samples and prices of Canadian-made roofing felt, tarred in 1, 2 and 3 plies.

1920. **Wire nails.**—Scotch nail company will be in the market for wire nails at a later date.

1921. **Cut nails**—A London company already handling Canadian goods reports a large demand for cut nails for building purposes, and would be glad to hear from Canadian manufacturers who can fill orders, so that specifications and other details can be furnished.

1922. **Tack plates.**—Scotch nail company desires to get quotations for early delivery of a load of 5 to 10 tons of tack plates.

1923. **Brass and iron screws.**—A South of England firm ask for names of Canadian manufacturers of brass and iron screws.

1924. **Steel sheets.**—A Cape Town metal goods manufacturer makes inquiry for supply of black steel sheets 290 gauge, in three sizes, 24¾ inches by 99 inches, 25 inches by 102 inches, 26 inches by 104 inches.

1929. **Pickaxes.**—A South African commission agent calling regularly on the hardware, mining and contracting trades is seeking the agency for a Canadian-made pickaxe.

1930. **Hardware.**—A firm of commission agents in Trinidad with good references wish to represent a Canadian house for general hardware lines.

1931. **Hardware.**—A commercial agent in Demerara, British Guiana, in good standing wishes to secure a Canadian hardware house.

1919. **Galvanized wire nails.**—Scotch importer who is willing to take ten tons or more at a time desires to get in touch with Canadian manufacturers in a position to export galvanized wire nails, and with whom he could deal direct. This importer does not desire to deal through a London agent.

1926. **Wire.**—A Buenos Aires firm of manufacturers' representatives specializing in railway material and iron and steel would like to be placed in communication with a manufacturer of black varnished, galvanized and barbed wire.

1927. **Nails and cement.**—A hardware company in the city of Nassau wish to secure supplies of common wire, galvanized wire, nails and cement. Canadian manufacturers are asked to quote prices f.o.b. Canadian port.

Catalogs and Booklets

NEW FALL AND WINTER SPORTING GOODS CATALOGUE

Wood, Vallance, Limited, Winnipeg, new fall and winter sporting goods catalogue is just off the press. Both front and back covers are attractively designed, the colors used being most suitable for the season at hand. Catalog is 12 in. x 10 in., contains 128 pages and is printed on good quality paper. Besides completely illustrating the newest designs in guns and rifles, a great deal of useful information is included, such as: How to quickly assemble or take down repeating shot guns, table of shot gun patterns, necessary information to give when ordering special shot guns, how to aim, care of firearms, special information for shipping stumping powder when used for clearing land. Rugby, football and hockey supplies are well represented. In addition to properly illustrating Wood, Vallance Limited stock of fall and winter sporting goods, this catalogue is a valuable guide to all hardware and other stores carrying sporting goods.

BRUSHES OF EVERY DESCRIPTION

Meakins & Sons, Ltd., of Hamilton, with branches at Toronto, Hamilton, Winnipeg, London, and Vancouver, have issued a new and comprehensive catalog of brushes and other lines that they manufacture. Brushes of every description is the heading on title page, and when it is stated that over 2,000 different brushes are listed, and that the catalog contains descriptions and prices of brushes suitable for, and used by, over two dozen different trades and callings, it will be seen that there is a brush made for nearly every kind of purpose.

The catalog is a handy size, 8¼ in. x 5¼ in., is fully illustrated, and divided into three parts; the first one comprising paint, varnish and kalsomine brushes; the second, decorators, artists, and gilders' brushes, etc., and the third brooms, household and toilet brushes and all the other varieties.

FIREARMS FOR SEASON 1920-1921.

Starke-Seybold, Ltd., Montreal. This firm has just issued an illustrated booklet of the principal lines of rifles, shot guns and pistols they carry in stock. These include all the popular selling models of Winchester, Savage, Remington and Stevens makes of rifles and single and double barrel shot guns made by the Winchester, Stevens and Harrington & Richardson factories.

Prices and description, with weights, etc., accompany the booklet.

SPORTING GOODS CATALOG

The J. H. Ashdown Hardware Co., Ltd., of Winnipeg, Calgary and Saskatoon have issued a new sporting goods catalog, for fall and winter.

The catalog contains a full list of the wide range of rifles, shot-guns, revolvers, etc., carried by the firm as well as lists showing loads, etc., of practically all sizes of metallic cartridges and shells.

The component parts of the different firearms are also shown, making it easier to order repairs.

Every need of the sportsman is catered to with a full line of hunting requisites, and other fall and winter sports are not forgotten as a full line of skates, hockey supplies, sleighs, etc., are listed, in fact there is little in the sporting goods line for this period of the year that has been omitted from the catalog which is more concise, better compiled and neater than previous issues.

Improvement Indicated in Steel Sheets

MONTREAL. — Hardware and Metal is able to report that sheets from Great Britain will be available in increasing quantities from now forward. British manufacturers seem to have overtaken a great deal of the heavy business which has been offered them throughout the past month, and some of them have been making special efforts to take care of Canadian business. As a result of this shipments have recently arrived in Montreal and have been simply sent forward to fill urgent needs of the trade in various parts of the country.

In discussing this matter with a prominent importer he indicated that up until the end of August his firm had been able to make deliveries of over 3,000 tons. In addition to this it is expected that before the closing of navigation almost as much additional tonnage will have been delivered to the Canadian trade.

This applies largely to galvanized sheet, of which there has been so acute a shortage during the past weeks and months. It is expected that from now forward improvement will be made in the delivery of galvanized sheets to the trade, and as conditions improve at points of production prices will likely ease off somewhat although there is no promise of this within a reasonable period.

IMPORTATIONS OF GLASS FROM UNITED STATES

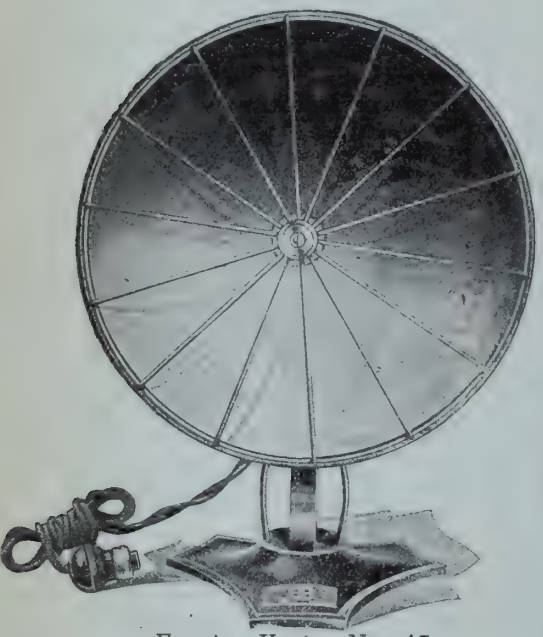
Canada's importations of window glass from the United States in 1915 amounted to over 20,000,000 square feet compared with 59,813 square feet in 1919. Through the dropping of some figures in a table in Sept. 4 issue of Hardware and Metal the significance of the comparison was not apparent.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

NEW ELECTRIC HEATERS AND TOASTERS

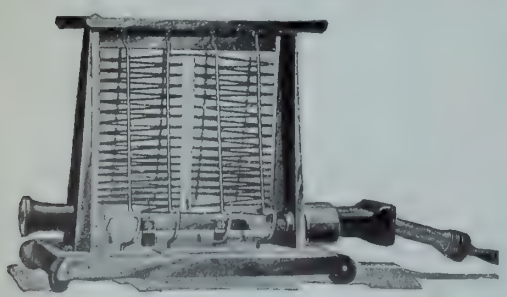
The Equator Mfg. Co., of Hamilton, manufacturers of electrical appliances have recently made several additions to their line—including an upright toaster,



Equator Heater No. A7

reflector type heater, and automobile engine and carborator heater, and the following is their description of the first two lines:

"The Equator Heater, Cat. No. A7, radiates a generous ray of heat wherever desired. The highly polished solid copper reflector makes a very cosy and delightful effect when in operation, and is adjustable to any angle. The heavy cast iron base insures firmness and the copper wire guard can be removed for cleaning the reflector. The element is wound on a porcelain spool and is ex-



Equator Toaster No. A8

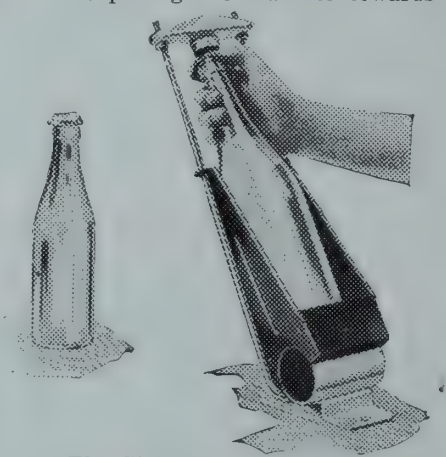
changeable. Supplied with eight feet of cord, attachment plug and extra plug. Reflector 12 in. in diameter, 600 Watts."

"The Equator Upright Toaster, Cat. No. A8, is rich in design and finish. Built of steel, highly polished nickel finish and black fibre feet. Base cannot fill with crumbs and is easily cleaned. Will harmonize with the best tableware. Supplied with six feet of cord, attachment plug and heater plug complete, consumes 500 Watts."

The new products bear the Equator guarantee to be very reliable and efficient.

THE GLOBE CROWN CAPPER

The Globe Machine & Stamping Co., 1200-1250 W. 76th St., Cleveland, are offering to the trade a bottle capper which should appeal to every woman who makes her own catsup, grape juice, wines, home brew and other beverages. The capper consists of a sheet steel frame, with steel tubing connecting base and top. The whole is finished in black japan and is said to be rustproof and can be fastened by screws to a table or small light board. The capper is hinged at the base and the makers state that pulling the machine towards



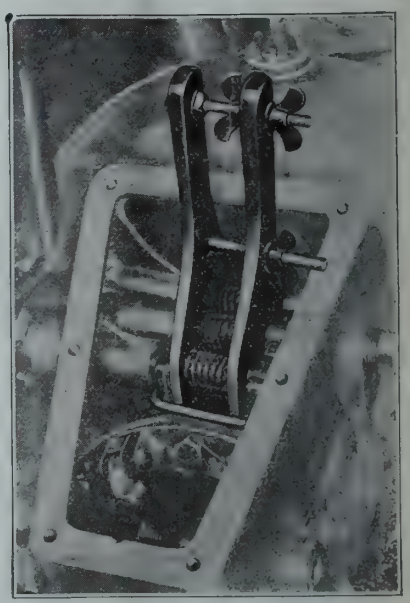
The Globe Crown Capper

you in the same way that a chair is rocked depresses the capper and puts a crimp into the cap as it forces it on to the bottle. It can be used for either pint or quart bottles.

THE HOOF FORD TRANSMISSION TOOL

The Hoof Tool Co., 522 Boston Block, Minneapolis, Minn., are offering a new tool which they claim saves half to two-thirds of the time usually consumed in changing Ford transmission and brake lining.

It is constructed of high-grade steel castings, black japanned, with spring clevis of specially tempered wire guaranteed to hold its shape against the pressure of the bands.



Hoof Transmission Tool

It is claimed that it does away with the old troublesome method of assembling and changing transmission linings and that its use in repair shops and garages saves the time of high-priced men, enables them to accomplish more by giving them a tool that will do away with the disposition of wrecking part of the job.

THE DIAMOND VARNISH CAN

The Diamond Clamp and Flask Co., of Richmond, Ind., have introduced a varnish can, the object of which is to prevent the evaporation of alcohol.

The pot is 5x5x9 in. high and holds 1

The Diamond Varnish Can

gallon and is made of brass and is perfectly airtight. The front part of can forms a separate compartment and by means of a valve any quantity desired can be let into this compartment and thinned with wood alcohol ready for use, it is claimed.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

THERE are not so many price changes in hardware commodities as usual this week. Chain has been advanced in price and the increase in price includes steel coil chain and also steel and brass jack chain and cow ties, heel and trace chains, etc. Higher quotations are in effect on dry cell batteries and on ignition units.

Cold shuts and repair links are advanced in price and some makes of tools, hammers, wrenches, etc., are also increased in price.

A slight advance is recorded in black oils.

Rubber garden hose is being booked for next spring at slightly lower prices, and a little further reduction has taken place in linseed oil and turpentine which have been having a downward tendency during the past few weeks.

Many staple goods continue to be very scarce and prices on same remain very firm.

Among commodities that are scarce are wire nails, especially the smaller sizes; bar iron, steel, wire and wire products, fencing, etc., which show very little improvement in deliveries, stocks in many cases being very low.

Galvanized and black sheets and plates are reported to be coming forward in small quantities and but little change is seen in the situation.

Canada plate is still very hard to procure and the supply of stove pipes this fall is quite a problem to dealers.

Bookings for next spring goods are reported to be very good, but present business is said to be a little quieter with merchants and dealers buying more carefully than has been the case during the past year or two.

Stocks generally are inclined to be low and the shortages in many lines would have that effect apart from any desire to purchase in smaller quantities.

Collections are said to be coming forward satisfactorily.

MONTREAL MARKETS

MONTREAL, September 24.—All jobbers state that they have been accorded a remarkably large volume of business during the past several weeks, and activity is reflected, particularly from country points. There is a maintained strong tone on most manufactured products, with some lines advanced. Malleable and cast fittings and wrought iron pipe are still scarce and high. Hickory, for handles, is scarce and very high in price. Scales and weigh beams are firm and are quite active. Electrical and plated goods are firm and quite active. There is a firm undertone on nails and these are likely to advance, some think. A 25 per cent. increase has been made on dry batteries and advances are expected in some quarters on flashlight batteries. Iron and steel bars are scarce and firm. Repair links, of the common type, are higher. There is a general increase for coil and other chain, including heel chains and cow ties. Rope, portland cement, carpenters' and other tools are active and steady. Whitman and Barnes tools have advanced five per cent. Fuel oil is still scarce. Wares are firm and active. Heaters are selling freely and manufacturers are booked up with all the orders they can fill within a reasonable time. There may be advances for these lines soon. Some supplies of galvanized sheets are to hand but these are quickly absorbed. Higher freight rates will soon be felt on many lines, undoubtedly. Garden hose is down about 5 per cent.

Malleable and Cast Goods Still Scarce

Montreal.

FITTINGS.—There has been an unprecedented call from the trade and from manufacturers for cast and malleable fittings, and the condition has brought about a scarcity. This, some expect, will continue for some time. While prices have advanced in the United States it is not expected, in some manufacturing circles here, that any advances will be made on this side of the line.

PIPE FITTINGS

Cast iron fittings	Plus 10%
Plugs	7½%
Bushings	10%
Unions, ¼-in. to 2½-in.	30%
Do., ⅛-in. to 3-in. and larger	25%
Dart unions, ¼-in. to 2 in.	8%
Do., 2½-in. and larger	5%
Nipples, up to 4-in.	50%
Do., 4½-in. and larger	40%
Do., running thread, 4-in. and under	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

Best Handle Material Scarce; Prices Firm

Montreal.

HANDLES.—There is a continued scarcity of axe, pick and other special handles and it is stated that there will be little likelihood of relief this fall. The scarcity of good materials, such as hickory, still exists.

Various Scales Are Firm and Selling

Montreal.

SCALES.—There is a good movement of scales to the trade and prices are very firm. At the present time it is difficult to procure the necessary labor for making these, and as there is not a big skilled labor market to draw from, scale makers report some difficulty in maintaining the necessary staff. In

view of the high cost of these products the scale mechanics are kept busy on repairing scales which are repairable. No change has been made in the standing charges, since the change of early summer was announced.

Electric Plated Goods Sell Despite Prices

Montreal.

NICKEL PLATED GOODS. — Prices are firm on electric nickel plated goods such as percolators, grills, toasters, irons, etc., Some of these products are exceedingly high in price, and even in such instances makers are behind with orders and may be for weeks and even months. The consumer is willing to pay the price for a good article and all these goods have been freely in demand.

Nail Prices May Soon be Advanced

Montreal.

NAILS.—There is a strong demand for nails still and due to the shortage some anticipate an early advance again for wire nails. These are selling at the unchanged price of $6.40 per case with the new differentials announced last week applying. Cut nails are firm at $6.90 per keg.

25 *Per Cent. Increase Made on Dry Batteries*

Montreal.

BATTERIES.—An advance of approximately 25 per cent. has been made in dry batteries. This is due to higher material and labor costs, and as one jobber stated to Hardware and Metal, "Until Europe and Russia are again in the market there is little likelihood of lower prices in this market."

Flashlights Move in Active Fashion

Montreal.

FLASHLIGHTS. — There is an excellent demand for flashlights from the trade at the present time and some report a much better trade than they have ever experienced. Prices are very firm and are likely to continue so, in fact some are looking for another advance in price.

Firm Prices Continue on Iron and Steel Bars

Montreal.

IRON AND STEEL. — Some jobbers were able to protect themselves many weeks ago on supplies of iron and steel and as a consequence have been able to supply the trade with fair promptness. At the same time there is general difficulty in getting the products due to the short runs of manufacturers who have been confronted with strikes in their plants, and the undertone is very firm. Some revisions of prices have been made in the list as will be seen herewith.

IRON AND STEEL

Iron finish machinery steel	$5 35
Norway iron	15 00
Single reeled machinery steel	6 80
Spring steel	6 00
Sleigh shoe steel	5 30
Tire steel	5 50
Toe calk steel, per 100 lbs.	6 10
Band steel	5 30
Harrow tooth steel	5 15
Mining tool steel, per lb.	0 24½
Black diamond tool steel, per lb.	0 24½
Black diamond cast steel, per lb.	0 24½
Common bar iron, per 100 lbs.	4 85½
Refined iron, per 100 lbs.	5 65
Mild steel	5 30

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Iron Pipe Will be Scarce For Long Time

Montreal.

IRON PIPE.—There is considerable difficulty in filling the present demand for iron pipe, and even those who are supplying the trade with second-hand pipe are booked beyond their capacity to fill orders. Prices are naturally very firm and while the present shortage of skelp exists there is not likely to be much improvement in the situation. Prices hold firmly without change.

LIST NO. 46

Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Galv.	Gen. Wrought Iron Blk.	Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8 63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Galv.	Gen. Wrought Iron Blk.	Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2 66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4 39	4.39	5.21

Supply Insufficient; Pipes, Elbows Scarcer

Montreal.

STOVE PIPE, ELBOWS. — As heretofore reported, there is a continued scarcity of stove pipes and it is doubtful if there will be any great relief this fall. Some are reported as having cut up off sizes of iron in order to meet the situation, and galvanized is, in some cases, being used. Much the same condition applies on stove pipe elbows.

Steel Scarcity Boosts Prices of Curry Combs

Montreal.

CURRY COMBS. — An advance has already been referred to in Hardware and Metal on curry combs, the discount now being 25 per cent. List prices are as follows:—No. 75, per dozen, $5.40 ; No. 101, $2.36; No. 102, $2.76; No. 11, $2.64; No. 121, $2.86; No. 127, $3.80. There is a reported shortage of No. 127, which is the popular seller.

Increased Prices For Repair Links

Montreal.

REPAIR LINKS.—Open lap links have been advanced in price and the following quotations are now available. 7-32 per gross, $2.65; 1-4, $2.80; 5-16, $4.25; 3-8, $6.00.

Strong Price Basis on All Jack Chain

Montreal.

JACK CHAIN. — The present market on jack chain is very strong. Present discounts are as follows:—Steel, list plus 60 per cent; brass, list plus 40 per cent.

Advanced Prices on Various Heel Chains

Montreal.

HEEL CHAINS.—No. 85 heel chains are advanced in price, and are now selling at $4.00 per doz., net. No. 95 are quoted at $4.25 and No. 150, $1.90.

Cow Tie List Subject to List Plus 37 Per Cent.

Montreal.

COW TIES.—An advance has been made in the price of cow ties and the list is now subject to 37 per cent. plus over the list.

Higher Prices Prevail For Various Coil Chain

Montreal.

COIL CHAIN. — An advance has been made in various grades of coil chain and the following prices are now in effect: For "B B" chain, 1-8 is selling at $26.00; 3-16, $21.00; 1-4, $19.00; 5-16, $16.75; 3-8, $13.80; 7-16, $13.60; 1-2, $13.25; 5-8, $12.75; 3-4, $12.50; B.B.B., 1-8, $26.50; 3-16, $23.00; 1-4, $21.50; ; 5-16, $18.50; 3-8, $15.75; 7-16, $15.50; 1-2, $15.00; 5-8, $14.50; 3-4, $14.00.

Hand Cultivators Will be Ready For Spring Trade

Montreal.

CULTIVATORS. — Hardware and Metal understands that while the booking season has hardly started yet, there will be an available supply of various small hand cultivators for spring use in due time. As yet prices are down and out but it is likely that these lines will be fairly firm.

Carpenters' Tools Active and Holding Firm

Montreal.

CARPENTER'S TOOLS. — There is a good demand at present for various carpenters' tools such as hammers, screw drivers, bits and braces, saws and so forth. These are coming to hand a little more rapidly than they were a short time ago and jobbers generally are able to fill orders with more promptness.

Probable Scarcity Hickory Hockey Sticks

Montreal.

HOCKEY STICKS. — Some assert that there will be a shortage of hockey sticks this fall. A few jobbers seem to have anticipated their wants long ago and have already sent forward considerable supply to the trade. A shortage of material for making these constitutes the reason for this shortage.

Portland Cement Moves; Price Steady

Montreal.

CEMENT.—Portland cement is in steady demand and there is ample stock to take care of the same. Prices hold steady without change, and no new adjustments are indicated at present or are anticipated.

Unprecedented Sales of Popular Heaters

Montreal.

HEATERS. — At no time since a year ago has the activity been so great in heating stoves. Certain lines are practically unobtainable, that is, for those sending in orders at the present time. Manufacturers are working to capacity on orders placed early in the season, and one of them stated to Hardware and Metal this week as follows:—"We are absolutely filled up with all the business we can handle on these lines and are unable to accept any more orders. Those who have put off buying these goods will have to face the consequences as we are unable to book any more orders." The movement of these lines to the trade has been very active for the past two or three weeks, and this will continue for some weeks yet. Prices are very firm.

Special Line Tools Advances Five Per Cent.

Montreal.

TOOLS. — Advances have been made in a general way all through the line manufactured by Whitman & Barnes. The approximate increase on various tools of this make is 5 per cent. and applies on wrenches, hammers, and such other tools as are usually sold by the hardware trade made to this firm.

Gasoline and Coal Oil Steady; Big Sales

Montreal.

COAL OIL, GASOLINE. — The demand for coal oil and gasoline continues brisk and market conditions on both lines are very firm. Coal oil is selling at 31 cents per gallon, ordinary grade, and motor grade gasoline at 43½ cents per gallon.

Industrial Improvement Would Move Old Materials

Montreal.

OLD MATERIALS.—While there has been little change from the basis reported last week, large factors state that there would be an undoubted strengthening of the quotabie basis—particularly on iron and steel scrap—if the industrial plants began operating on an active scale. Some of them have resumed operations, and there is quite a demand for heavy scrap iron and melting steel. Overseas demand still exists, also, and this has helped maintain the local market to some extent.

Dealer's Buying Prices

Automobile tires	0 01½	0 02
Yellow brass	0 09	0 10
Red brass	0 16	0 17
Light brass	....	0 06½
Scrap zinc	....	0 06¼
Lead, heavy	0 06	0 07
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	14 00
Stove plate, per ton	....	30 00
Heavy melting steel	24 00	25 00
No. 2 busheling	10 00	12 00
Boiler plate	17 00	18 00

Plumbers Buy Many Finished Products

Montreal.

LEAD PRODUCTS.—A satisfactory demand obtains for various lead products used by the trade. Plumbers are purchasing quite freely of various needs, and the undertone, while somewhat easier, is fairly well maintained. If pig lead should show any marked recession together with the easier tendencies on pig tin, there will doubtless be some re-marking of prices.

Lead pipe, per 100 lbs.	....	17 00
Lead waste, per 100 lbs.	....	18 00

Note.—Lead pipe is subject to a discount of 10%

Lead traps and bends		List plus 30%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb	....	0 13¼
Do., 4 to 8 lbs. sq. ft.		0 13

Cut sheets ¼c lb. extra and cut sheets to size. ¾c lb. extra.

Solder, guaranteed, lb.	0 35½
Solder, strictly, lb.	0 33½
Solder, commercial	0 31
Solder, wiping, lb.	0 30¾
Solder wire (8 gauge)—	
40-60	0 36¼
45-55	0 38½
50-50	0 41
Zinc sheets, casks	0 16½
Do., broken lots	0 17

Sheets and Plates Steel Hard to Obtain

Montreal.

SHEETS AND PLATES.—The demand for galvanized iron and black iron is unabated, but supplies are still hard to obtain. The situation on galvanized sheet is purely a nominal one and many are getting a premium for supplies when they are to be had. There will be a gradual improvement from some points where these lines are produced and it is expected that within a few weeks the situation will be more favorable as regards delivery and price.

BLACK SHEETS—

10 gauge	....	10 95
12 gauge	....	11 00
14 gauge	....	11 05
16 gauge	....	11 15
18-20 gauge	....	11 20
22-24 gauge	....	11 25
26 gauge	....	11 30
28 gauge	....	11 45

GALVANIZED SHEETS—

U.S. Standard—		
10¾ gauge	....	15 00
28 gauge	....	14 60
26 gauge	....	13 25
22 to 24 gauge	....	14 05
20 gauge	....	14 05
18 gauge	....	14 05
16 gauge	....	12 75
English Standard—		
28 gauge	13 00	13 50
26 gauge	12 75	13 25
24 gauge	12 15	12 65
22 gauge	11 80	12 30
18 and 20 gauge	11 35	11 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

New Hose Prices Somewhat Lower

Montreal.

GARDEN HOSE.—Prices have somewhat eased on various garden hose, and this will be welcome news to the trade. For spring requirements the following discounts are being quoted on prices appearing on some brands.

Garden Hose—Dunlop Extra, list plus 15%.

Peerless, list less 15%.

Ideal—wire wound—½ in. x 4 ply, 19¼c ft.; ⅝ in. x 4 ply, 23¼c ft.; ¾ in. x 4 ply, 26c ft.

Hercules—½ in., 21c ft.; ⅝ in., 24c ft.; ¾ in., 28c ft.

Banner—½ in. x 3 ply, 13c ft.; ½ in. x 4 ply, 14½c ft.; ½ in. x 5 ply, 15½c ft.; ½ in. x 6 ply, 18c ft.; ⅝ in. x 3 ply, 15½c ft.; ⅝ in. x 4 ply, 17½c ft.; ⅝ in. x 5 ply, 19c ft.; ⅝ in. x 6 ply, 21c tf.; ¾ in. x 3 ply, 17c ft.; ¾ in. x 4 ply, 19c ft.; ¾ in. x 5 ply, 21c ft.; ¾ in. x 6 ply, 23½c ft.

List prices on ⅝ in. hose will be as follows:— ⅝ in. x 3 ply, 28c ft.; ⅝ in. x 4 ply, 34c ft.; ⅝ in. x 5 ply, 42c ft.; ⅝ in. x 6 ply, 50c ft.

Couplings—½ in., ⅝ in., and ¾ in., per set, attached, 45c.

On shipments made on or before May 31st, 1921, a special discount of 5% will be allowed on fully specified orders placed on or before November 30th, 1920.

Some Lower Prices Apply on Ingot Metals

Montreal.

INGOT METALS.—While there has not been any definite change in the Ingot Metal list during the week a number of lines are somewhat easier.

TIN.—This has been easier in London and while its appearance has been fluctuating somewhat at this writing exchange is weaker and tin is quoted at 53c per lb.

COPPER.—Copper has been somewhat weaker and is still quoted at 23½ and 24c for casting and eletrolytic respectively.

LEAD.—This is weaker and supplies may be had at 8¾c per lb. Arrivals from outside sources have been considerable within the past week or so.

ANTIMONY.—This is quoted at 9½c and remains unchanged.

SPELTER.—There is a somewhat easier undertone on spelter and the movement is very slow. The price of 10½c per lb. is quoted in this market.

ALUMINUM.—This is quoted at 36c per lb. and the demand is limited. There has been a weaker feeling in New York due to arrivals of foreign-produced supplies.

TORONTO MARKETS

TORONTO, September 23.—Fewer price changes are noted this week, and jobbers and dealers will unite in the hope that it is a sign of an approaching halt in rising values.

In goods that have taken an advance this week the chief lines are coil chain and ignition dry cells.

Black and galvanized sheets are at higher quotations, but these goods have for some time been at only nominal prices, and premiums have had to be paid to secure deliveries. They are still a very scarce article and although English sheets are coming in better quantities than they were, the market is very short and orders a long way overdue.

Canada plate is another commodity that is very scarce and it is said to be practically off the market.

Among other goods that have advanced in price are household stepladders and black oil. Lower quotations are in effect for garden hose for booking for next spring. Fuel oil is slightly lower in price this week.

Bookings for various lines of spring goods are reported to be very favorable, but other business appears to be a little quieter on the whole.

The demand continues to be fairly good for fall goods, and ammunition, oil and electric heaters, horse blankets, and logging tools, etc., are having a ready sale.

Winter goods, sleighs, skates, snow shovels, etc., are now being shipped out, and supplies of same are reported to be in better shape than last season.

The shortage of many staple lines such as wire nails, bar iron and steel, fencing, etc., is still acute and hampers business in many ways. Stove pipes are very difficult to obtain in any quantity.

Collections are reported to be favorable.

Iron and Steel Scarce and Firm

Toronto.

IRON AND STEEL. — Little change in the situation is reported in the iron and steel markets. Scarcity in the various grades and different sizes continues, and the outlook for improvement in conditions is not regarded as very bright by jobbers and dealers. Prices continue very firm in all lines.

Latest quotations are as follows:

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 6 25
Common bar steel, ¼ in. and heavier	5 75
Common bar iron, 3-16 in. and lighter	6 25
Common bar iron, ¼ in. and heavier	5 75
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 25
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

Twenty Per Cent. Advance on Dry Cell Batteries

Toronto.

DRY CELL BATTERIES. — There has been an advance in the price of dry cell batteries for ignition purposes, of 20 per cent., due to the increased costs of raw materials, labor and freight rates. Manufacturers state that the increase in the price of these goods in the past few years has been less than almost any other commodity.

New quotations on the No. 6 dry battery are as follows:

Contract Prices—In barrel lots, 41½c each; box lots, 44½c.

Without Contract—Barrel lots, 42½c; box lots, 45½c.

Small Quantities—Less than 50, 49c; less than 12, 55c. List price 60c.

Above f.o.b. factory, Toronto. In effect Sept. 17th, 1920.

Ignition Units Advanced in Price

Toronto.

IGNITION UNITS. — These multiple batteries have also been advanced and new prices are as follows: For the 4 cell unit, $2.05 net; 5 cell, $2.52 net; 6 cell, $3.05 net. F.O.B. factory.

Slight Reduction in Fuel Oil

Toronto.

FUEL OIL. — There has been a slight reduction in the price of fuel oil, and this is now being quoted at $20.80 per barrel, net, and $18.80 in tank cars.

Black Oil Advanced in Price

Toronto.

BLACK OIL. — There has been a revision in the price of black oil which has been advanced 2½ cents per gallon.

Present quotations are: Black oil (summer), 32½ cents gall.; (winter), 33 cents gall.

Coal Oil and Gasoline Unchanged; Prices Firm

Toronto.

COAL OIL AND GASOLINE. — No change is recorded in the price of coal oil or gasoline this week. Both are firm and the demand is very large.

Step Ladders Cost 5c Per Foot More

Toronto.

STEP LADDERS. — Household step ladders have been advanced aproximately 15 per cent., and are now quoted up to eight feet at 35 cents per foot.

Garden Hose Costing Less For Spring Booking

Toronto.

GARDEN HOSE. — There has been a slight reduction in the price of garden hose for next spring, and it is being booked as follows:

Corrugated ½ in., 21 cents per foot; ⅝ in., 24 cents per foot; ¾ in., 28 cents per foot, less 5 per cent. for full reels of 500 feet.

Coil Chain Advanced About $1.50 Per Cwt.

Toronto.

COIL CHAIN. — There has been an advance of about $1.50 per hundred on coil chain of all sizes and grades.

Black and Galvanized Are Still Very Scarce

Toronto.

BLACK AND GALVANIZED SHEETS.—Very little, if any, improvement is recorded in the supplies of black or galvanized sheets. A few cars of sheets are said to be coming forward, but no regular supplies.

Prices that have hitherto been nominal are slightly higher and below are quotations:

BLACK SHEETS

14 gauge	$11 35
16 gauge	11 50
18-20 gauge	10 80
22-24 gauge	10 85
26 gauge	10 90
28 gauge	11 00
3-16 inch plate	9 75
¼-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier	Apollo
10¾ oz.	$12 50	$13 25
U.S. 28	12 70	12 85
U.S. 26	12 40	12 55
22 and 24	12 25	12 40
18 and 20	11 95	12 10
16	11 95	12 10
12 and 14	11 20	11 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

65% Disc'nt Off New List Miscellaneous Wire Nails

Toronto.

MISCELLANEOUS WIRE NAILS LIST. — The new discount on the new

miscellaneous wire nails list published last week is 65 per cent. The discount applies only to miscellaneous list.

Rubber Belting Firm; Without Change

Toronto.

RUBBER BELTING. — No change in quotations on rubber belting has taken place; the last revision having been made in July. Prices hold firm and the demand has been very good and continues strong.

Pipe Fittings Unchanged; Malleables Are Scarce

Toronto.

PIPE FITTINGS.—These with other commodities are suffering from the prevailing scarcity of raw materials and figure on many orders as "shortage." No change has occurred in prices and quotations are as below:

PIPE FITTINGS

Cast iron fittings	Plus 10%
Plugs	7½%
Bushings	10%
Unions, ¼-in. to 2½-in.	30%
Do., ⅛-in. to 3-in. and larger	25%
Dart unions, ¼-in. to 2-in.	Plus 50%
Do., 2½-in. and larger	8%
Nipples, up to 4-in.	60%
Do., 4½-in. and larger	50%
Do., running thread, 4-in. and under	30%
Couplings, 4-in. and under	30%
Couplings, 4½" and larger	Net list

MALLEABLE FITTINGS

Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

Snow Shovels Being Shipped; Stocks Light

Toronto.

SNOW SHOVELS.—These articles are moving out now and prices are firm. Stocks are not heavy and there may be a scarcity in these goods when present stocks are cleaned up, owing to the short age in raw materials.

Wire Nails Scarce; Little Improvement

Toronto.

NAILS.—Wire nails are still meeting a demand that appears larger than the supply, though a little improvement has been observed in deliveries. The base price remains at $6.40 per keg for wire and $7.35 for cut.

Oil Heaters Are in Good Demand

Toronto.

OIL HEATERS.—A good demand is being observed for oil burning heaters at the present time and sales of the different makes are quite large. Prices are firm and unchanged.

Very Good Demand For Ammunition

Toronto.

AMMUNITION.—The movement of the different sizes of metallic cartridges and shot shells this fall is reported to be exceptionallv large and the demand for the newer high-power rifle cartridges is especially great. Discounts are unchanged.

Cross-cut Saws Firm; Demand Good

Toronto.

CROSSCUT SAWS.—The majority of the merchants in the lumbering centres have got their fall supplies of logging tools in by this time, but jobbers report a good demand for various makes of crosscut saws and saw handles and sets. Prices hold very firm.

Mops and Polish Sales Good; Higher Prices

Toronto.

POLISH MOPS AND POLISHES.—Business in these lines has been very good this year, and higher prices on the polishing oil in certain makes is expected at the end of the month.

Scales Selling Well; Prices Unchanged

Toronto.

SCALES.—Manufacturers report a good business in platform, counter and household scales during the present season. Prices have been unchanged since the summer and the charges for stamping have been unaltered since the change last June.

Lead and Zinc Products Show Signs of Easiness

Toronto.

LEAD AND ZINC PRODUCTS.—Little easier tendencies are recorded in lead products this past week but trading has been quieter. Some fluctuations in solder and also in bar and sheet lead are noted but prices on the whole are little changed. Quotations on principal lines are as follows:

Lead pipe, list, per lb.	0 17
Do., over 8 in., list, per lb.	0 19
Lead traps and bends	add 30%
Lead wool. lb.	0 16
Lead sheets. 4 to 6 lbs., sq. ft., in rolls, lb.	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 43
Solder, strictly, lb.	0 35
Solder, commercial, lb.	0 31
Solder, guaranteed, lb.	0 37
Solder, wiping, lb.	0 33
Lead waste pipe, list, per lb.	0 18
Zinc sheets, per lb.	0 19

Steel and Brass Jack Chains Advanced

Toronto.

JACK CHAIN.—There has been an advance in the price of jack chain and the steel jack chain is now quoted at 60 per cent. off list and the brass 40 per cent. off list.

Waste Material Still Dull and Unchanged

Toronto.

WASTE MATERIALS.—Another quiet week is reported in waste materials, most lines moving only slowly. Cast iron scrap is said to be about the most active of the metals. Trading in copper and brass has been rather dull. Prices are unchanged generally and following are principal quotations:

WASTE MATERIAL

No. 2 busheling	$13 00
Stove plate, pe rton	32 00
Yellow brass	0 10
Red brass	0 15¾
No. 1 machinery cast	33 00
Heavy melting steel	15 00
Heavy copper	0 17
Scrap zinc	0 06
Light brass	0 08
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Heavy lead pipe	0 05¾
Tea lead	0 03
Automobile tires	0 02½

No Change in Compression Goods

Toronto.

COMPRESSION WORK AND VALVES.—The demand, though fair, is said to be a little less for these goods with prices holding firm. Quotations on the better known lines are the following:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Bath cocks, Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	list plus 20%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Compression	16%
Quick opening	28%

Ingot Metals Quiet, With Little Change

Toronto.

INGOT METALS.—Trading on the whole has been quiet on ingot metals with very little change in prices recorded. Spelter has been showing the most activity among the different metals.

TIN.—There has been slight reactions reported in tin, but the market is said to be rather irregular. It is fairly quiet at present with quotations ranging from 55 to 57 cents per pound.

COPPER.—This metal is reported to be dull with demand lagging. Price for casting copper is about 24 cents locally.

LEAD.—Although lead has been showing easier tendencies quotations are practically unchanged and the market is quiet. Some fluctuations are reported but prices quoted are still in the neighborhood of 9¾ cents.

ANTIMONY.—Prices are said to be steady for this metal but trading is dull. Quotations are unchanged and are from 10 to 14 cents according to grade.

SPELTER.—This metal has been fairly active during the past week, and latest quotations are about 10¾ cents per pound.

ALUMINUM.—The supply of aluminum is said to be more plentiful and stocks that the automobile industry curtailment have made available for other purposes are on the market. Prices are unchanged at 37 to 39 cents.

LONDON MARKETS

LONDON, Ont., September 23—The chief features this week were the advance on ignition dry cells and lower quotations for next spring booking on rubber garden hose. Other goods having new prices are sash weights, whip lashes, rubber belting, babbitt ladles and electric heaters, which all bear higher quotations. Prices continue generally firm, though probably the list of advances is not as heavy as usual this week. London merchants enjoyed good business during Exhibition week. The large crowds visiting the Western Fair stimulated business and the hardware dealers exhibiting stoves, etc., also got many good prospects for future business. Collections continue good.

Linseed Oil in Fair Demand and Unchanged

London, Ont.

LINSEED OIL. — The demand for linseed oil continues fair, and there is no change in prices from last week.

Present quotations are as follows:

	Raw	Boiled
1 to 2 barrels, gal.	1 80	1 83
3 to 5 barrels, gal.	1 79	1 82
6 to 9 barrels, gal.	1 77	1 80

Less barrels add 15c per gal.

Steady Sales and Prices Turpentine Unchanged

London, Ont.

TURPENTINE. — This product is having a steady demand here and prices are unchanged at last quotations, which are as follows: 1 bbl. lots, $2.50 per Imp. gall.; 2-4 bbl. lots, $2.49 per Imp. gall.; 5 gals, $2.65 per Imp. gall.

Higher Price on Wood Jacketed Cans

London, Ont.

WOOD JACKET CANS. — A new higher price is in effect on wood jacket cans, and the 5 gal. size is now selling for $1.35 each.

Supplies of Wire Nails Coming a Little Faster

London, Ont.

WIRE NAILS. — A brisk sale for these continues and supplies are now said to be coming in a little faster. The base price now is $6.25, and for cut $7.50. The new advances were published in these columns last week.

Sash Weights Take New Higher Prices

London, Ont.

SASH WEIGHTS. — A new higher price is being quoted on solid and sectional sash weights, and they are now selling as follows: Solid, $5.40 per 100 lbs.; sectional, ½ lb., $6.60; 1 lb., $6.

Whip Lashes Now Costing More

London, Ont.

WHIP LASHES.—New higher prices are being asked on whip lashes and they are being quoted as below:

4 ft., $2.85 per doz.; 4½ ft., $3.20 per doz.; 5 ft., $3.60 per doz.

Rubber Belting Advanced in Price

London, Ont.

RUBBER BELTING. — The price of rubber belting has recently advanced in price, and is at present selling at 32 per cent. off list, instead of at 35 per cent. as formerly.

Good Demand For Corn Hooks, Forks, Etc.

London, Ont.

CORN HOOKS, FORKS, ETC. — At the present time the various lines of forks, corn hooks, corn hoes, etc., are selling well. These are quoted at list less 50-10 per cent.

Linoleo Floor Wax Higher in Price

London, Ont.

LINOLEO FLOOR WAX.—This commodity is now higher in price and is quoted as follows: No. 6 size, $7 per doz.; No. 7, $3.60 per doz.

Advanced Prices on Melting Ladles

London, Ont.

MELTING LADLES. — New higher prices are in effect on melting ladles, and present quotations on these goods are as follows: 3 in., 60c each; 4 in., 65c each; 5 in., 95c each; 6 in., $1.20 each.

Twenty Per Cent. Advance on Dry Cells

London, Ont.

DRY CELLS. — A new higher price for the No. 6 ignition battery is now in effect. They are approximately 20 per cent. higher, being now quoted at 42½ cents each in barrel lots, F.O.B. factory, or 43½ F.O.B. London. Small lots 50 cents each.

The prices are for present as well as for spring booking.

Garden Hose For Next Spring Slightly Cheaper

London, Ont.

GARDEN HOSE. — Rubber garden hose is being booked for next spring delivery at slightly lower prices than have been prevailing during the present season. Quotations are as follows:

Corrugated Hose—½ in. size, 21c per foot; ⅝ in., 24c; ¾ in., 28c. Less 5% in full reels of 500 feet.

3 Ply, Plain—½ in., 13c; ⅝ in., 15½c; ¾ in., 17c.

4 Ply, Plain—½ in., 14½c; ⅝ in., 17½c; ¾ in., 19c.

Electric Heaters Sell Well; Price Is Higher

London, Ont.

ELECTRIC HEATERS. — The electric heaters of this type are having a ready sale, and the Majestic make is now quoted at a higher price.

No. 7, single coil, list, $11.50 each; No. 8, double coil, list, $17.50 each, less 27½ per cent.

Hand Sleighs Now Being Shipped

London, Ont.

HAND SLEIGHS. — Hand sleighs for the coming season are now being shipped, and the quotation on the Canadian Buffalo Sled Co.'s make is 35 per cent. off list.

Skate Shipments Moving Out Now

London, Ont.

ICE SKATES. — Booked orders for ice skates are now being shipped out. Last season there was a scarcity in many makes of these goods, and many dealers found it very difficult to obtain sufficient stocks to meet the demand.

Cross Cut Saws Present Prices

London, Ont.

CROSS CUT SAWS. — The booked fall orders for these lines are now being shipped out. The present prices on some of the well known makes are:

Simonds No. 22; No. 13; Maple Leaf, Lance Tooth; Premier; Pangborn; Racer.

Sizes—5 ft., $5.80; 5½ ft., $6.60; 6 ft., $7.55 each.

Philadelphia Lance and Improved Champion, 75 cents per foot.

Saw Handles Moving; Latest Prices

London, Ont.

CROSS CUT SAW HANDLES. — These goods are moving out well for fall, and present quotations on them are:

No. 3, $5.65 per dozen; No. 4, $4.25; No. 5, $7.50; No. 6, $4.25; No. 6½, $4.25.

Present Quotations on Lamp Chimneys, Globes

London, Ont.

GLOBES AND CHIMNEYS.—Lantern globes and lamp chimneys are meeting with a good demand at the present time and are selling as below.

Globes—		
1 doz to case, per doz.	....	1 20
3 doz. to case, per doz.	....	1 15
6 doz. to case, per doz.	....	1 10
Chimneys—		
No. O, per case of 6 doz.	....	9 00
No. A, per case of 8 doz.	....	11 00
No. B, per case of 6 doz.	....	9 65

Lighter Demand For Rope; Prices Firm

London, Ont.

ROPE.—The demand and sales for rope are said to be much lighter now that the harvest season is over.

Prices are firm and there is no change of price.

Prices are as below:

Pure Manilla, 35½c base; Beaver Manila, 28c; New Zealand Hemp, 28; Sisal, 22½c.

Seasonable Demand For White Lead in Oil

London, Ont.

WHITE LEAD IN OIL.—The demand for white lead in oil although less is seasonably good and prices are firm and unchanged.

The following are quotations:

Pure, $20.45 in ton lots; $20.85 per 100 lbs., in less than tons; Elephant brand, $20.95; in less than tons, $21.30.

Window Glass Selling Well and Unchanged

London, Ont.

GLASS.—Window glass is having a good sale at present time and no change is reported in prices which remain at fifteen per cent. off case lots in both single and double diamond.

Cut lights still sell at forty per cent. off list.

Putty Holds Firm; Quotations Unchanged

London, Ont.

PUTTY.—A good demand is reported for putty in this locality and prices are unchanged. It is being quoted as follows: Standard 100 lb. drums, $8.30 per 100 lbs.; standard 250 lb. drums, $8.55 per 100 lbs.; pure, 100 lb. drums, $10.80; pure, 25 lb. drums, $11.05 per 100 lbs.

Ash Sifters Moving Well; Price Higher

London, Ont.

ASH SIFTERS.—Ash sifters are beginning to move out and prices are higher this season. Stocks of galvanized iron sifters are limited owing to scarcity of materials. Prices on the better known lines are: Ordinary wood side, $3.75 per doz.; Banner, $3.65 each; Rocker, No. 1, $6.25.

Lanterns in Demand; Present Selling Prices

London, Ont.

LANTERNS.—Lanterns are finding a ready sale and present quotations are as follows on the two best selling lines: Plain tin, short or long, $15.00 doz.; copper well, short or long, $19 per doz.

Ammunition Having Good Sales; Present Prices

London, Ont.

AMMUNITION.—The demand for shot shells and cartridges for fall is said to be very good indeed in spite of the luxury tax. and the various calibres and makes are meeting with a steady sale.

The Dominion make is quoted at 37½ per cent. off list, and the American makes at 27½ per cent. advance on the American list.

WINNIPEG MARKETS

WINNIPEG, Sept. 23.—Nails and wire form the features this week in market changes, all kinds of wire having advanced in price. Prices are still climbing and a great many more items are quoted this week at higher prices. The coal situation is somewhat relieved, but the higher freight rates about to be put into effect will offset any reduction that might be incurred by better conditions. Iron and steel are still very scarce, but shipments of same are beginning to arfive. There is a possibility of a relief as regards the famine in sheets and plates, but the prospect still looks gloomy. Barbed wire and galvanized, annealed, bright and coppered spring wire have been advanced 30 cents per hundred pounds this week and stocks are in poor shape. Some sizes are scarcely to be had at all. The prices on boilers and radiators have been withdrawn and higher prices will be forthcoming in a few days. Some revisions have been made in the prices of galvanized sheets, which are higher. Wire nails have advanced 35 cents per hundred pounds and the base price now f.o.b. Winnipeg is $7.35 per keg. Extras on nails have also been revised. Irwin auger bits are marked higher. Stove pipe wire, hay bale ties, tire steel, iron and steel horseshoes have also been revised upwards in price. Other lines, namely, cow ties, scythe snaths, rubber and canvas belts, clothes pins, stocks and dies, car movers, lampblack, and many lines of builders' hardware and automobile accessories have been marked higher. The present condition of trade is satisfactory, there being a great many orders from the country.

Wire Nails; Base Price Advanced; Extras Revised

Winnipeg.

WIRE NAILS. — A new list of extras on wire nails is in effect (printed on pp. 58 and 59 of September 18th issue), and the base price here has been advanced 35 cents per keg, and now is $7.35.

Irwin Auger Bits Higher in Price

Winnipeg.

AUGER BITS. — Irwin auger bits have been advanced in price and are now quoted at 40 per cent. advance on list price.

Irwin car bits are 30 per cent. advance on list. Irwin auger bit sets, No. 111, each $4.35; No. 120, each $7.20; No. 132, $10.60.

Armstrong Stocks and Dies Marked Up 10%

Winnipeg.

STOCKS AND DIES. — An advance has been made in the jobbers' price on Armstrong stocks and dies, and they are now quoted as follows:

Armstrong's Adjustable Stocks and Dies, net list; extra dies, net list; bushings, net list.

Barbed Wire Makes Advance in Price

Winnipeg.

BARBED WIRE. — There is very little barbed wire to be had and the manufacturers are finding it very difficult to procure the raw material for same, even the spools for holding the wire are scarce, and hard to obtain. The following prices were put into effect this week:

Lyman 4-pt. Cattle	$6 10
Glidden, Cattle	5 90
Baker, Cattle	5 80

Coiled Spring Wire Advanced 35c Per Cwt.

Winnipeg.

COILED SPRING WIRE.—New higher prices are quoted this week on coiled spring wire, and are as follows: No. 9, $7.85 per 100 lbs.; No. 12, $8.10 per 100 lbs.

All Prices on Wire Advance This Week

Winnipeg.

WIRE. — All kinds of wire have been marked up in price this week, and nearly all sizes are scarce and at present are out of stock.

The following are the prevailing prices:

Galvanized Wire—No. 8, $8.05 per 100 lbs.; No. 9, $7.80; No. 10, $8.05; No. 11, $8.15; No. 12, $8.05; No. 13, $7.45; No. 14, $8.55; No. 15, $9.30; No. 16, $9.55.

Annealed Wire—Nos. 0 to 9, $7.50 per 100 lbs.; No. 10, $7.56; No. 11, $7.62; No. 12, $7.70; No. 13, $7.80; No. 14, $7.90; No. 15, $8.05; No. 16, $8.20.

Bright Wire—Nos. 0 to 9, $7.75 per 100 lbs.; No. 10, $7.81; No. 11, $7.87; No. 12, $7.95; No. 13, $8.05; No. 14, $8.15; No. 15, $8.30; No. 16, $8.45.

Coppered Spring Wire—Nos. 8 and 9, $11.16 per 100 lbs.; No. 10, $11.23; No. 11, $11.30; No. 12, $11.40; No. 13, $11.51; No. 14, $11.63.

Stove Pipe Wire, Annealed—No. 18, $10.30; No. 19, $10.80.

Hay Bale Ties, $8.65.

Carpenters' Adzes Have Advanced 10%

Winnipeg.

CARPENTERS' ADZES.—New higher prices are effective for carpenters' adzes. No. 10 is quoted at $36 per doz.

New Higher Prices on Cow Chains

Winnipeg.

COW CHAINS. — New higher prices are quoted this week on cow chains and are as follows:

Electric Weld—4-0, $5.72; 3-0, $4.55; 2-0, $4.16; 1-0, $3.77.

Brown's—4-0, $5.72; 3-0, $4.55; 2-0, $4.16; 1-0, $3.77.

Three Chain.—4-0, $5.72; 3-0, $4.55; 2-0, $4.16; 1-0, $3.77.

Stall Fixture Pattern—4-0, $4.16; 3-0, $3.64; 2-0, $3.12; 1-0, $2.86.

Fence Staples Advance 15c Per 100 Lbs.

Winnipeg.

FENCE STAPLES. — Another advance has been made on the price of fence staples, and same are now quoted at $7.60 per keg for bright.

Higher Prices on Iron and Steel Horse Shoes

Winnipeg.

HORSE SHOES. — New higher prices are quoted on iron and steel horse shoes and are as follows:

Iron Horseshoes—Nos. 0 and 1, $9.95 per keg; No. 2 and larger, $9.70.

Snow Shoes—Nos. 0 and 1, $10.20 per keg; No. 2 and larger, $10.05.

Steel Horseshoes, snow, toe weight, $11.95.

PITTSBURGH MARKETS

PITTSBURGH, Sept. 16.—The iron and steel market continues stagnant in practically all branches. It is a case of the trade going ahead on its momentum, as producers are well filled with business and production is fully absorbed by deliveries against orders already in hand. Consumers desire to be obligated only to take such material as is required for business they have in hand, and as deliveries are better there is less demand for prompt lots to piece out with contracts.

Heavier Steel Production

The monthly report of the American Iron and Steel Association shows 3,000,432 gross tons of steel ingots produced by the 30 companies that make monthly reports, against 2,802,818 tons reported for July. Computing on the basis of the number of working days in the month and year, and allowing for the unreported production, ingots were produced during August at the rate of about 42,700,000 tons per annum, showing a 7.0 per cent. gain over the rate in July. This is a large gain from one month to the next, and is particularly striking in view of the fact that August, being a midsummer month, would be subject to the same adverse weather conditions as July. Barring last February and March, the August production rate is the highest since December, 1918.

Shipments Heavier

In August there was a double gain in shipments, since the production was larger and the mills shipped more than their production, instead of shipping less as they had done in July and in the three months preceding. During those four months they had to stock some of their output, on account of car shortage. About the end of July the turn came, shipments and production being approximately equal. Since then shipping conditions have constantly improved. As to the total volume of freight movement, the last week reported upon, that for the week ended August 14, shows the largest number (962,352) loaded for that week in any year, the number just passing that in the record year, 1918. An authority estimates that by this time the total freight movement is not only ahead of that in the same period in any year, but is ahead of the best record made in any week in any year. As to steel shipments, they were naturally very heavy when production was at the rate indicated and shipments were in excess of production.

Of the finished steel products accumulated during the car shortage easily the major part has now been moved. There remains considerable tonnage of semi-finished steel, the steel having been put in that form as a convenience, with the idea that it could gradually be fed to finishing mills as supplementary to the current production of steel. The finishing departments can, of course, stand only a slight overload, and thus with the best shipping and market conditions it would be quite a while before all the semi-finished steel could be worked off.

Momentum of the Trade

It has been made clear to everyone that the pig iron and steel markets have gotten into a condition of dullness from which they will only be resuscitated by a marked improvement in general business conditions. There is nothing in the markets themselves that would lead to there being a fresh buying movement. The influence must come from without, as buyers are now to be supplied with heavier deliveries than they were getting, on an average, in the past five months, so that the requirements of buyers must increase before they take much interest in making fresh commitments.

In the circumstances, the only question is how long the industry will be able to keep busy on its present commitments, or in other words how long the momentum will carry the trade. At a juncture like this there is always a difference of opinion. Some observers point to "full order books" and compute how long the orders will last the producers. Others assert that order books count for nothing, that orders can be canceled and buyers order shipments suspended or curtailed. Experience gathered over many years, from various situations like the present, indicate that neither party is exactly right, but that the former come nearer being right. There are always cancellations at a time like this, and there have been this time, but the cancellations amount altogether to but a very few per cent. of the total amount of business on books. Quite possibly a great deal of business would be canceled if the market broke, but the producers always look out for this. When the time comes that they see little new business to be secured either at existing prices or even at deep cuts, while a great deal of business is to be squeezed out of existing contracts, they simply "stand pat" on their prices. To cut prices, to engage in competition, would be simply for the mills to swap orders with each other at lower prices all around.

Accordingly there is the experience of mills in general adhering stiffly to their previous quotations, with the exception in some cases of such small mills as have been securing the outside prices on account of being able to make very early deliveries. When such mills reduce prices they are still above the general average of the independents. The Steel Corporation is in a class by itself, its prices being so much lower than the lowest of the independents.

Steel Corporation Tonnage

For the first time since May, 1919, the United States Steel Corporation has shown a decrease in its unfilled obligations, the last report showing 10,805,038 tons of unfilled business at the close of August, this indicating a decrease of 313,430 tons in August, comparing with an increase of 139,651 tons in July. Thus there was a change of about 450,000 tons from one month to the next. About half of this was due to an increase in shipments and about half to a decrease in bookings, or rather in the net bookings, as there may have been some cancellations in August, offsetting a small part of the bookings. Shipments in July may be estimated at 75 per cent. of capacity, and August shipments at 90 per cent. As the August decrease in unfilled obligations was about 23 per cent. of capacity the net bookings in August were about 67 per cent. of capacity. The unfilled obligations left are equal to about nine months of production at say 90 per cent. Should the corporation book month by month only one-half as much as it shipped, this being a very low estimate, the orders, if properly distributed to the different departments, would theoretically carry the corporation for 18 months instead of nine months.

Review of Tinplate and Steel Situation

President of Montreal Firm Reviews the Outlook—Lack of Freight Cars and Shortage of Coal Have Interfered, Allotments in November

IN discussing the sheet and tin plate situation with M. Beverley Robinson, President of B. & S. H. Thompson Co., Ltd., Montreal, on his return from Europe, and the United States where he has been studying business conditions, Hardware and Metal, was given some facts concerning the outlook for steel, particularly as they effect the deliveries from their principals, the United States Steel Products Co. It is from them that Mr. Robinson's company distributes large tonnages of sheets and tin plates to the Canadian trade. Mr. Robinson said:

'On my return from Europe I went to New York to interview the officials of the United States Steel Products Co., about the Steel situation. They told me that the deplorable condition is almost wholly attributable to the prostration of the railways in the United States. This together with the effect of various strikes has put our mills back from four to five months in their deliveries. The lack of coal and railway cars has resulted in the operation of the mills being cut down from 50 to 70 per cent. Conditions are gradually improving, and our people think that in thirty days they will be able to make deliveries in considerably increased quantities.

With regard to tin plate the American Government insist on preference being given to the manufacture of them for food containers, and they are working on this class of material now. By the 1st of November, this class of trade will be pretty well taken care of and they can proceed with general business in this line.

We will of course have no further tonnage to dispose of for Canada for this year, and it will probably be November before we have any definite news about next years allotments, as it will take some time yet for the mills to work off their present commitments.

Our principals expressed their very great regret for the serious delays in deliveries to our customers, but assured me that their whole organization is doing its utmost to expedite shipments."

Pig Iron Production Increases

Iron and Steel Market as Free of Selling Pressure as of Buying Pressure—Movement of Steel is Increasing—Less Talk of Price Advances.

"MARKET conditions in iron and steel are approaching the drifting stage with their eventual course more subject apparently to the turn of general trade developments. Sentiment continues to be influenced by what is transpiring in other lines of industry, and in this respect, probabilities are being regarded more intently than such changes as actually have taken place. Buyers remain more content to take tonnage, in many cases long overdue, than to make new commitments, and producers with heavy bookings at good prices welcome the opportunity to convert their orders. Accordingly the market is as free of selling as it is of buying pressure. The increasing movement of iron and steel from producers' plants to consumers is being maintained and production is on the rise," says The Iron Trade Review.

The recovery of operations in the industry is set forth by the pig iron statistics for August. The output for that month increased by 102,314 tons over July, or from 3,043,918 tons to 3,146,232. This is the largest monthly production since March. The gain was about equally divided between merchant and steelworks' furnaces.

Less talk of price advances is to be heard in the market. The likelihood of the Steel Corporation making a general upward revision of its schedule seems more remote. The American Steel and Wire Co., however, has made further readjustments of its list to conform to freight advances. Nails have not been changed. Independent interests also are reported as being farther from marking up their quotations in such lines as shapes, plates, merchant bars, cold-rolled stock and strip steel. One price action which stands out in the week is the increase in the differential on small cast iron pipe to be followed by a flat advance of $4 per ton on all sizes, effective Sept. 11.

Presentation to W. H. Wiggs

Quebec.—A surprise birthday party was held at the home of Guy H. Simpson when the directors and members of the Mechanics' Supply Company met to extend birthday greetings and present a gold watch to W. H. Wiggs, founder and president of the company. Mr. Wiggs was taken by surprise when welcomed by his entire staff. An interesting and attractive musical programme had been prepared by various members. Walter Wilkinson filled the role of chairman. In making the presentation, Mr. Simpson, vice-president and manager of the company, briefly alluded to the work which Mr. Wiggs had done in the building of a business which thirty years ago was in its infancy. Mr. Simpson claimed that the training which the members of the company had received while in the service of the Mechanics' Supply Company had been good for them and would stand as an asset in their lives.

In thanking the audience for the handsome gift, Mr. Wiggs very feelingly spoke of the sympathetic co-operation he had received from the members of his staff.

Mr. Morisette, on behalf of the French-Canadian members of the staff, extended greetings to Mr. Wiggs in French. He told of the very fine feeling which existed between the French and English speaking members of the Mechanics' Supply Company and wished Mr. Wiggs and family much happiness. In response Mr. Wiggs also spoke in French. He spoke of the strong regard he had always entertained for the French nation and French-Canadian citizen, and that a great deal of the success of the Mechanics' Supply Company had been attained because of the support of the French-Canadians.

Mrs. Wiggs was presented with a bouquet of roses by the young ladies of the company.

British Chamber of Commerce in Paris Has Canadian Section

Amongst British Chambers of Commerce established abroad, that of Paris is conspicuous for its enterprise in serving the requirements of British trade and industry, and, furthermore, possesses an active Canadian Section.

The committee of this section is composed of persons themselves interested in trade with Canada, and consequently is in a position to supply all the requirements of Canadian members. The membership of the Chamber is restricted to firms of British nationality. It receives no subsidy from the Canadian or British Governments, and carries on its most necessary work entirely through the subscription of its members. To enable the Chamber to take up a firm position and thus sufficiently combat foreign competition, it very naturally deserves to continue to add to its membership.

Among other things it puts its members into touch with suitable agents in France, obtains information on the commercial standing of French firms, supplies exact Customs classification of goods, notifies changes in French Customs duties and proposed commercial legislation, communicates enquiries from French buyers of British goods and, furthermore, publishes a very useful bulletin of information.

Applications for membership should be made to the secretary of the Canadian Section, British Chamber of Commerce, Incorporated, 6, rue Halevy, Paris.

States Paint Prices Fully Justified

President Canadian Paint, Oil and Varnish Association Draws Attention to Relative Cost of Most Raw Materials, Labor and Transportation.

IN discussing the paint situation with Mr. George Henderson, President of the Canadian Paint, Oil and Varnish Association, and President Brandram-Henderson Limited, Hardware and Metal was informed that the action taken at the meeting of September 15th is reported in last week's issue in deciding to maintain present prices comes as a result of continued high cost for most raw materials. In addition to this there have been advances for labor, and other factors have entered which are of most recent dating, such as increased transportation rates.

"Nearly all raw materials," said Mr. Henderson, "are costing more than they did when the present price basis was established. There has been very little favorable change on any of them, and the lower prices for linseed oil and turpentine are more than absorbed in these other advances.

Two Important Factors

"There is one item of importance which is a big consideration in itself, that of labor. Despite the fact that wages have been advancing throughout the year, production has not increased, and this is something that must be borne in mind."

This is a point on which many manufacturers seem to be agreed. Wages have been high; are high. Notwithstanding the fact that average wages paid at the beginning of the year were higher than for any previous period, advances have in some cases been made since then. But labor does not seem to have been able in many cases, and unwilling in others, to speed up production on a scale that would compare favorably with pre-war efforts. Many place the present efficiency of an average manufacturing plant, from a production standpoint, at not more than 75 per cent. of the possible.

"The new freight rate increases, too, are an important consideration," continued Mr. Henderson. "While the freight rates to Winnipeg, Calgary and Vancouver will run from ten to fifteen cents higher, according to location, this is not being added to selling prices, but will for the present be absorbed by the manufacturers.

"The present selling prices on some lines in particular are very close to cost. Barn paints and shingle stains, for instance, really should have been advanced, but there will be no immediate advance on these two lines notwithstanding."

Numerous Advances

An important factor that may not have been generally taken into consideration is that of the higher cost of travelling expense. In all business being transacted this is increasingly important.

Then again the higher prices paid for containers, wooden packages, labels, and paper in its many forms, used for wrapping, color cards, printing etc., all naturally affect production costs.

Mr. Henderson pointed out that many dealers were already ordering liberally for spring, and that the paint manufacturers are of the opinion that paint and varnish prices will remain as at present quoted and firm until June 1st, 1921, unless raw materials or other considerations entering into the cost of manufacture should occasion the necessity for advances.

It is felt, therefore, that dealers will see the desirability of booking orders for shipment at any time desired between now and spring.

Standard Paint Co. of Canada, Ltd., Make Addition to Their Portneuf Plant

An addition of approximately 30 feet is being made to the machine room building of the Ruberoid Felt Manufacturing Company's plant at Portneuf, Quebec. In this the Standard Paint Company of Canada, Ltd., who control this company, are installing twelve additional dryers with the necessary pumps and other equipment to increase the drying capacity. When the company complete the extension, the output will be about 20 tons a day, or double the present output. The estimated cost of the entire development is $42,650.

Montreal Manager Passes

Montreal.—William Baxter Taylor, Eastern manager of Copeland-Chatterson, Ltd., of Toronto, passed away a few days ago at his home in Montreal, where he has lived for the past six years. The late Mr. Taylor was 45 years of age and took a keen interest in a number of clubs, and was also an enthusiastic curler.

Wages a Dominating Factor

Outlook for Paint Prices, Labor and Selling Costs Steadily Advancing—Gross Profits Said to Be Low.

WHEN asked by Hardware and Metal regarding the possibility of any change in paint prices, W. S. Fallis, managing director of the Sherwin Williams Company of Canada, gave some interesting information regarding the present situation.

"From the period of September 1, 1919, to the 31st of August, 1920," stated Mr. Fallis, "the factory cost of producing goods advanced at least 30 per cent., owing to the increased cost of all raw materials and increased cost of labor; the selling expenses for the same period show an increase of almost 30 per cent. owing to higher wages and higher operating expenses in every department, including that of travelling expense.

"Wages are still increasing; between the period of September 1 and January 1 another advance will take place, of at least 20 per cent.

"There are also higher freight rates, higher telephone rates, higher operating expenses in every particular.

"Most of the raw materials are remaining about stationary; a few are advancing, but labor cost is constantly on the increase. There are only two exceptions in the price of raw materials that have not remained firm, those of linseed oil and turpentine. Taking the average cost of linseed oil from the first of September, 1919, to the end of August, 1920, it is very little higher than the price of oil to-day, and there is every reason to believe that the average price of oil this year will be somewhat higher than that of last year.

A careful review of prices in the United States shows that they have remained firm on the main lines, while sundry lines have been constantly advancing, and are to-day.

"The sales of the present year were a record, and the increase to a large extent offset the increased cost of operations, but not entirely. Gross profits, on a percentage of turnover, were never so low. Transportation difficulties have been a serious problem the last few years; in normal times requirements were provided thirty days ahead, whereas now they are provided for a period of ninety days to six months.

"All manufacturers are operating, and will be for an average of four months to come, on the highest priced materials in their history. Even if there were a decline in the price of raw materials it would be six months before the more favorable prices would reduce the cost of production. Wages are the dominating factor in increasing costs, and will be, as far as any one can see, in the future.

"It is only by an aggressive policy of production by the factory and of sales development by the selling organization and by the effort of the dealers throughout Canada that the present volume of business can be maintained at prevailing prices."

"Save the surface and you save all" *Paint & Varnish*

Why Moore's Paint Sells

Moore's Paints have been accepted from coast to coast as the last word in Paint service and satisfaction.

Moore's Paints and Varnishes do a better job, with more reliable service and smooth finish for the consumer, while they increase business for the dealer. You take no risks by linking up with a Moore Agency.

Moore's Paint is so 100% efficient under all conditions that it sells on its merits.

Here are a few of Moore's Paints and Varnishes that sell on merit:—

"Impervo" Porch and Deck. "Tile-Like," Mooramel, "Muresco," "Impervo" Varnishes, Morelustre Enamel. Barn Paint, Moore's Floor Paint, Sani-Flat, High Gloss Enamel, Carriage Enamel, Wagon and Implement Paint, Shingle Stain.

Our Agency Proposition Will Interest You

Benjamin Moore & Co.
LIMITED
Paints, Varnishes and Muresco
Toronto - - Winnipeg

If interested tear out this page and place with letters to be answered.

Farmers Are Now Prospects for Paint

Harvest Season is Here and Crop Money Moving Into Circulation Should Help Business Generally—The Best Time to Show the Farmer the Economy of Preserving Buildings and Implements—Personal Calls on Prospective Farmer Customers Bring Good Business.

A SOURCE of business which dealers can develop to liven up sales in the paint department during early fall is farm trade. Farmers have been busy all summer and their money has been tied up awaiting the harvest. Now the crop is beginning to move into the mills and farmers are receiving their remuneration. This will affect paint business in two ways at least.

Much of the value of paint advertising and other sales effort is cumulative and while the farmer has been too busy all summer to do painting yet it is certain that with very few exceptions he has had the matter put up squarely to him on more than one occasion by the local hardware merchant or through the medium of advertising reaching him through the newspapers and magazines which come to his home.

Now that the harvest season is here and Canadian farmers are selling their crops, this is the time for the hardware dealer to cash in on sales of paint to the farmer. Crops have been good in most sections of the country and with a good return for the summer's work in his pocket. Mr. Farmer will be in a receptive frame of mind to listen to sound reasoning. The farmer knows that the stability of his farm buildings and implements is the most important matter in preserving his ability to earn a living and he will not be inclined to neglect them if he is shown that failure to apply a needed coat or two of paint will result in an eventual loss many times the cost of the paint now needed.

Visit Farmers in the District

The suggestion has been made before, but is timely and is therefore repeated, that the hardware dealer can well afford to make a visit to the surrounding farming district and where he sees the need of paint to talk the matter over with the farmer. There are a few weeks of good painting weather yet and much valuable property can be preserved over the coming winter through the exercise of a little foresight. The value of personally pointing out the need for paint on the farm buildings was emphasized at a recent convention of paint salesmen.

In many cases farm buildings which were neglected during the war have not yet seen the promised coat of paint. Farmers are still making excuses. There is no question it is in the best interests of the farmer to make provision for the future and with increased live stock production, the watchword of the present day agriculture, there is every reason that provision should be made for the comfortable housing of the stock.

This entails the preservation of farm buildings in first-rate condition, an accomplishment that is impossible without regular and thorough painting of the same if they are of material that needs paint to guard it from the action of the elements, as is the case with the great majority

(Continued on page 68)

The big season for interior paints and other finishes is now at hand and such displays as this can be used to advantage. To overcome the idea that spring and summer are the only seasons for the use of such lines this display links up interior finishes with a display of stoves, thus indicating they are for use during the cold weather.

A. Ramsay & Son Convention a Record One

Company Representatives Gather From Coast to Coast to Consider Sales Program for 1921—Business-Building Talks by Executives and Salesmen

THE 1920 convention of A. Ramsay and Son Company, Montreal, will take its place in history as the most successful yet held. Sessions opened in the Old Colony Club of the Windsor Hotel on Monday morning, September 13th, and continued daily until the afternoon of Thursday the 16th instant.

Using the firm name, the slogan of the convention was built upon it—R-epeated calls A-fter business M-eans S-ales — A-re Y-ou a repeater? This naturally interested the men by way of a little heart-searching as to what their several results were, and when the strong talks on salesmanship by various members of the firm and a number of the territorial managers were added to this, all were stimulated to new endeavor that 1921 may be still better. On all sides optimism was expressed by the men from various territories, and this exchange of ideas as to ways and means of creating new business proved to be excellent.

The annual banquet was a success, too, and after the "Royal Feast," the evening spent at the Montreal Club, where the function was held, was interspersed with instrumental and vocal music. The feature of the evening was the presentation to each guest of a copy of "The Agate Family of Agateville," by Mr. McAdie, the Advertising and Sales Manager of the firm.

Montreal Paint Company Holds Convention

A. Ramsay and Son Company Men Spent Most of Week in Considering Sales and Advertising Program—Biggest Gathering Yet

WITH the largest attendance yet recorded, sales representatives of the firm of A. Ramsay and Son, Company, Montreal, met in convention last week. The sessions opened on Monday morning, in the Old Colony Club of the Windsor Hotel, and daily, until Thursday night, sessions were held morning and afternoon.

Delegates had arrived in time for the opening session from all territories covered by the firm, representatives coming from Halifax and Vancouver, and many intermediate points in every province of the Dominion. This opening session was addressed by Mr. Walter B. Ramsay, president, and Arthur D. Brown, general manager of the company. Subsequent sessions were addressed, from time to time, by sales representatives from various outside territories covered by them, as well as by E. J. Sutcliffe, on advertising, and by E. Jones, on credit department co-operation.

Ten minute talks by H. C. Douglas and Gordon R. Colville, both representing British Columbia; W. E. Greer, Northern Alberta; F. L. Baker, Southern Alberta; H. S. Duncan, Central Canada Division; R. B. H. Cotton, Ontario; J. A. Donnelly, Quebec; L. Beaudry, Quebec; William McCormack, New Brunswick, and J. R. Simmonds, Nova Scotia, brought the opening sessions to a close, when adjournment was made for lunch at the Old Colony Club. Immediately before the opening of the afternoon session a group photograph was taken, followed by an inspection of the plant, this being supervised by H. B. Booth, while the varnish factory was afterward inspected under direction of Tom Ramsay. Inspection of the proposed advertising material and campaign was then made under the supervision of H. J. McAdie. Later, talks followed on interesting topics by W. Jauch; H. B. Booth, and others.

The slogan this year was as follows: "Repeated calls After business Means Sales. Are You a repeater?" The capital letters used, it will be noticed, spell the name RAMSAY, and this slogan appeared on the convention programme, printed in the company's own printing plant on the premises.

Conventions are strenuous affairs, in that attending salesmen are required to assimilate much information in a few days that will affect, more or less directly, their plans in selling during many months of the year to follow. Therefore, in this instance, it was particularly gratifying to the salesmen to learn that a banquet was arranged for Thursday night, this being the closing day of the convention. The Montreal Club had been secured and suitably arranged and decorated for the function, and although the night was "wild and wet" without, it was delightfully pleasing and successful, as a dinner, the evening's pleasure being generally expressed by those attending. Much music of instrumental and vocal character served to create a happy atmosphere, and this part of the week's entertainment will remain a pleasant memory for many long days.

A unique and excellent surprise was sprung by Mr. H. J. McAdie, sales and advertising manager of the firm, when he introduced an original cartoon, "Full-O'-Fun." This was entitled "The Agate Family of Agateville," depicting a street scene in Agateville village, where well-known members of the executive and sales staff were engaged in "serious" and "frivilous" occupations, including the arrival of the Western contingent by special train, for the convention, and the manufacturing of varnish and inspection of "Agateville" harbor, by a prominent member of the "S.S. Harbor Commission." "I didn't fly very much, but varnish can," was one of the typical slogans accompanying one of the "arrivals."

Altogether, this convention is reported as the best, in point of attendance and interest, that has yet been held.

Those attending the convention, in addition to the home office executive, were: Douglas Mills, W. J. Rowe, R. J. Sirman, J. R. Lefebre, R. H. Edington, W. A. Ramsay, L. Beaudry, W. J. Joyce, William McCormack, M. Preston, J. R. Lalande, L. Bertrand, E. G. Brownell, W. J. Morris, J. E. Donnelly, T. Ramsay, H. B. Booth, T. Crawford.

Drawback on Steel Sheets for Automobile Stampings

The Canadian customs memorandum (No. 2414B) of August 13, 1920, provides for the payment of a drawback of 99 per cent. of the import duty on steel sheets, hot rolled or coated with lead or a combination of lead and tin, No. 16 gauge and thinner, but not thinner than No. 24 gauge, measuring 20-42 inches in width and 50-120 inches in length, used between July 31, 1920, and August 1, 1921, in the manufacture of stampings for automobiles. One of the conditions attaching to the payment of the drawback is that the original import duty on the steel sheets must have been paid within 12 months of the manufacture of the stampings.

The Linseed Oil Situation

Are Present Low Prices the Result of English Oil Competition?

Montreal.—While there has been a gradual lowering of the price basis for lindseed oil, the situation at present is somewhat peculiar. In the first place crop estimates have been very optimistic and in the American Western States it was estimated that the yield of flax would be 14,000,000 bushels. This has since been reduced to 11,500,000 and the estimate has remained at that figure for some time. The Canadian crop is estimated at all the way from 5,000,000 to 10,000,000,000 bushels and while this is indefinite the combined crop of Western districts is looked upon by some as very favorable.

Some crushers are looking for a further reduction in prices while others believe that there will not be much recessions on prices now obtaining. Some report a freer supply of flax while others assert that farmers are withholding their supplies from the market in an endeavor and in the hope that they will obtain more for what they now hold.

In discussing this matter with a prominent crusher, he told Hardware and Metal that the present low prices of linseed oil were more the result of competition offered by English oil, which is coming into this market. This informant argued that while flax seed may decline further there will be little likelihood of oil prices toboganning much below present levels. In order to meet this competition it has been necessary for Canadian crushers to adjust their prices so that equalization would be possible.

There has been a considerable amount of active buying this week of oil, and one informant stated that they were as busy during this time as they had been at any time during recent years. This is probably due to the fact that some jobbers were finding their supplies low and immediately replenished their stock. It is further anticipated in some quarters that if the British Government succeed in reducing their debts to the United States within the next few weeks, it will have a very favorable effect upon sterling exchange in which case there would be a decided change in the market.

The Luxeberry Painter Says:

"The 'SAFETY FIRST' slogan should not only teach us to watch and guard against physical danger, but against the smaller foes that threaten our social life. I always think of this when buying varnish. Berry Brothers' brands are my 'SAFETY FIRST' refuge; their use is riskless."

This earned confidence is what makes the great and always growing demand for "Berry" Finishes.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
Walkerville, Ontario

B·S·A

No. 2 Bolt Action .22 Bore Miniature Rifle Cadet Model

BRITISH MADE

The same care and accuracy used in making the celebrated Martini target rifle is embodied in the making of this model.

Its accuracy on the target range is well known, and it is popular among small game hunters. A careful inspection is given every rifle before leaving our factory. The B. S. A. Guarantee insures satisfaction.

The extensive B. S. A. organization and plant are now fully occupied with the manufacture of various B. S. A. Rifles, and are in a position to give your inquiries prompt and efficient service.

Manufactured by B. S. A. GUNS Ltd., Birmingham, England

Canadian Agents

FRASER COMPANY, 10 Hospital St., Montreal

Stocks in Montreal

Write for Illustrated Catalogue and Rifle Booklet

Sole Agents for U. S. A.

PRODUCTION EQUIPMENT CO., 5-9 Union Square, New York City

TRADE MARKS
B.S.A.

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

MONTREAL

MONTREAL, September 24.—Paint markets are firm. This was forecast and definitely referred to in the market report of last week. As then intimated, and as further referred to in this week's editorial section, the raw material and labor levels of to-day promise to hold these products firm. Production costs have continued high, any effort to attack these and effect a change not being possible, paint men assert, at this time. Linseed oil is in a somewhat undefined position. This is due to the incompleteness of crop reports, and also has been influenced by the competition of oil arriving from Europe. Prices may slide down several points yet—some think $1.50 may yet be recorded while others say that the market will not be materially lower than it now is. Turpentine is somewhat easier, but producers in the south will not, Hardware and Metal is informed, relinquish their stocks at present levels. Rosin is easier. Putty and white lead are quiet and unchanged. Colors in oil are higher, some of them 5 cents per lb. and others as much as 15 cents. This follows higher prices for the imported ochres. Red ochres are scarce and high. Glass is steady and unchanged. Varnishes are firm and might be further advanced at any time. Trade is seasonably quiet.

Producers Holding Turpentine Supplies

Montreal.

TURPENTINE.—The situation in the United States at the present time is rather peculiar. Producers are not anxious to sell at the present market prices and are withholding supplies, Hardware and Metal is informed. The price basis has been ruling much easier and is nominal, quotations running all the way from around $2.25 to $2.55 per gallon in single barrels. There has been much improvement in transportation and supplies are much more easily obtainable than a few weeks ago.

Turpentine—	Imp. Gal.	
Single barrels	2 40	2 50
Small lots	2 50	2 60

(Packages extra.)

Linseed Oil Situation Somewhat Undefined

Montreal.

LINSEED OIL.—There has been little recession from the quotable basis of last week although oil is selling at a rather nominal basis. Single barrel quantities are obtainable at from $1.57 to $1.70 per gallon and those requiring large quantities can usually obtain concession from these prices. There is a diversity of opinion regarding the immediate future of oil, some contending that the price of around $1.50 will be reached before the low point is recorded, while others state that possibly a few cents per gallon reduction is all that can be looked for. There has been considerable activity in buying this week.

Raw—	Imp. Gal.	
1 to 4 barrels	1 57	1 67
3 to 4 barrels	....	....
Boiled—		
1 to 4 barrels	1 69½	1 79½
3 to 4 barrels	....	....

Rosins Are Easier and Much Freer

Montreal.

ROSINS.—There has been an easier trend to the market on merchantable rosins, and local importers are quoting "G" at around $21 per barrel. The average grades are fluctuating around 25 to 50 cents of this price for "G," and there is a much freer supply than for some time. Prices may ease further.

Putty Is Held Without Any Quotable Change

Montreal.

PUTTY.—At present there is a seasonable movement of putty which holds at an unchanged basis and there is very little of interest in the market. Stocks, while not excessive, are such that orders can be filled with reasonable dispatch.

PUTTY—	5 ton	1 ton	ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

White Lead in Oil Steady But Quieter

Montreal.

WHITE LEAD IN OIL.—There has been a good sale this year for white lead in oil, and while present demand is limited, there is some movement still. The undertone is quite steady, and no change is looked for from a quotable standpoint. 5 ton quantities of standard Government lead is selling at $19.50 per 100 lbs. ton lots at $20.00, and smaller quantities at $20.35.

Colors in Oil Higher; Increase 9 to 15 Cents

Montreal.

COLORS IN OIL.—As announced last week advances were probable in colors in oil. Since then an advance has been recorded of some 9c to 15c per lb. The average advance, however, is not very great and some colors will not be affected in any way.

Glass Discounts Held; Stocks Are Greater

Montreal.

GLASS.—The prevailing discount on box glass is 15 per cent. to the trade, indicating that there has been no change. Supplies are rather better than they were a while ago due to some easing of the demand from the trade. Plate glass is steady and importers state that stocks are better, due to the arrival of supplies from outside points, and a somewhat quieter condition of trade. There has been no quotable change on plate but no reduction is looked for.

Basis Is Continued For Prepared Paints

Montreal.

PREPARED PAINTS, SPECIALTIES.—The decision of the paint manufacturers last week to maintain prices on prepared paints did not come as a surprise. It will be recalled that Hardware and Metal pointed out from week to week the strong tendencies that were prevailing on most raw materials, with the exception of linseed oil and turpentine, and the decision of manufacturers will make it possible for the trade to place orders for spring delivery without any uneasiness. There is naturally a limited demand for these products at the present time, but prices hold steadily firm.

Varnishes Firm; Tendencies Strong

Montreal.

VARNISHES.—There is a constantly active demand for varnishes which hold very firm at unchanged prices. It is probable that change may be made by various manufacturers as the season proceeds as many claim they are now selling at very close to cost. The market is firm.

When The Falling Leaves "Cover The Earth"

AFTER the heat of Summer, and the activity of harvest time, comes the leisure of Fall and Winter, when preparations are made for protection against its cold, its snows and its storms.

This is the season of Fall Painting, because buildings need their protection, too, against the destructive power of frost and dampness.

The Sherwin-Williams Agency at this time, and always, is a dependable source of profit, as well as an assurance of satisfaction to your customers.

SWP

The Standard of Value for Exterior Painting

"Save the surface and you save all" *Paint & Varnish*

THE SHERWIN-WILLIAMS CO.
of Canada, Limited.
Head Office MONTREAL.

SHER-WILL-LAC

The Varnish Stain of "Cover the Earth" Quality

Many people are accustomed to add to the cheerfulness and comfort of their homes by inside painting and decorating in the Fall.

You, as a seller of Paints and Varnishes, are in a position to profit by this custom. You cannot sell a better quality finish for floors, furniture or woodwork than Sherwin-Williams SHER-WILL-LAC

Our Representatives are on their territories now. Wait for their call, or write us direct for Full particulars of our selling plans.

TORONTO

TORONTO, Sept. 23.—Prices generally continue firm in paint markets, and a little quieter tendency is reported, but business has been well above the average for the month. Dry colors appear to be firm, with some higher tendencies noted. Colors in oil have been advanced from four to fifteen cents per pound, but details are not yet available. White lead in oil and putty are both firm but unchanged in quotations. Shellacs are inclined to be a trifle firmer but are variable. Glass is said to be a little quieter and some is being offered at lower prices than the regular quotations. Linseed oil has declined a trifle, lower quotations are being given in some cases. Turpentine also is a little lower in price, but jobbers state they can see very little hope of any lower prices on this commodity. Producers are holding stocks, it seems, for higher prices. Business in paint trades is reported to be seasonably quieter, but amount of sales generally is over the average for the month.

Linseed Oil Quoted Thirteen Cents Lower

Toronto.

LINSEED OIL.—A decline from last week's prices is noted on linseed oil of about 13 cents per gallon. Lower prices are quoted on flax, which is now $3.36 cash, but the shipping strike at the head of the lakes is preventing any quantity from moving. The demand for oil has been fairly good but with the lower prices there is not the amount of sales that might be expected. Present quotations are the following:

	Raw	Boiled
1 to 2 barrels, gal.	1 67	1 70
3 to 5 barrels, gal.	1 66	1 69
10 barrels and over	1 64	1 67

Turpentine Declines Ten Cents Per Gallon

Toronto.

TURPENTINE.—A reduction of 10 cents per gallon has taken place on turpentine prices. Jobbers state that they cannot see any justification for any hope of lower prices as the second crop is now partly in and producers are doing business at very close to cost. Stocks at Savannah are said to be getting larger and there seem to be signs of the producers holding for higher prices.

Latest quotations are as follows:

Turpentine—	Per Imp. Gal.
1 barrel lots	2 40
2 to 4 barrels lots	2 39
5 gal. lots	2 55

Ready-mixed Paints Unchanged and Firm

Toronto.

READY-MIXED PAINTS.—Reports to hand from various sources would seem to indicate that business, though seasonably quieter, has been very good and future prospects are favorable. Prices continue firm and many factors enter into the cost, and with white lead and other ingredients firm or scarce, and with containers, labor, and operating costs at present high levels, offsetting any reduction in oil and turpentine, there does not appear to be any likelihood of lower prices for a while.

Putty Sales Quieter; Prices Unchanged

Toronto.

PUTTY.—The sales for putty are reported to have fallen off a little and business in it is a little quieter. The irons and containers are said to be scarcer and harder to get lately owing to shortage in the metal markets. Prices are firm and unchanged and quotations are as follows:

Putty—Standard, in 100-lb. drums, $8.20 per 100 lbs.; 25-lb. drums, $8.55.

Higher Quotations on Colors in Oil

Toronto.

COLORS IN OIL.—An advance has taken place in the price of some lines of colors in oil but details are not yet available. Nearly all colors are said to be affected.

White Lead in Oil Continues Firm

Toronto.

WHITE LEAD IN OIL.—A falling off in the demand for this product is noticeable. No change in prices is recorded. A scarcity in containers is being experienced. Quotations are as follows:

Window Glass Quieter; Quotations Unchanged

Toronto.

WINDOW GLASS.—The demand for window glass is said to have slowed down and not so much business is being done as might be expected. The supplies are said to have improved and conditions in U. S. markets seem a trifle better but prices are very firm. While the tendency in Belgian markets is for somewhat easier prices there does not appear to be much chance of expecting any quantities of supplies from there for a while. There is an optimistic feeling regarding future trading. Quotations are unchanged at 15 per cent. off list but better prices are said to have been offered in some quarters.

Dry Colors Are Firm, With Some Scarcity

Toronto.

DRY COLORS.—Though no change has been reported it is understood that some of the lines of dry colors are rather scarce and higher prices are possible in some grades.

Shellacs Variable With Some Fluctuations

Toronto.

WHITE AND ORANGE SHELLAC.—Prices on shellacs have been fluctuating somewhat during the past week or two but normal quotations have been around $7.50 for orange and $8.25 for white in barrels, with usual differentials for small quantities.

FARMERS ARE NOW PROSPECT FOR PAINT

Conintued from page 62

of farm buildings in Canada. Of course the excuse given for neglecting construction, repairing and painting of farm or other buildings at the present time is that the cost of labor and material is excessive. But it is a pretty safe bet that before these costs are materially reduced, buildings that are now beginning to show signs of neglect will have deteriorated to an extent that will necessitate expenditure out of all proportion to that needed at present to keep them in good condition.

Helps to Keep Young People on The Farm

One hears much talk these days of keeping the young people on the farm and discussion of means for making farm and rural life so attractive that younger generations will not desire to forsake the farm for the city. In this connection the statement of a Britisher who recently made a tour through Canada is somewhat significant. He had been a constant reader of a number of Canadian farm journals for some years before visiting this country and had read of the above mentioned difficulty. He states that on the basis of his extensive experience on farms in England, Scotland and other countries, he is led to believe that pride in the home farm, including the home and farm buildings, had more effect in keeping the family on the land than the barnyard or any other feature that he was aware of. "He could judge the status of a farmer," he said, "by one glance at barn and stables." A farmer who uses paint with good judgment will use purchased fertilizers in like manner, and the barnyard tells the tale of how much barnyard manure is appreciated on a particular farm. The man who uses these two forms of enrichment in fair measure, will either be a sucessful farmer, he declared, or else will be in the poorhouse."

Emphasizing the fact that paint applied in time saves many times its cost, it is interesting to note that the thrifty Hollanders have a proverb which reads "Painting costs nothing." This fact should be the basis of all sales talk to farmers and other prospects. It can be pointed out that by anticipating the ravages of moisture in property, and preventing its inroads with a timely coat of paint, a farmer will be money in pocket. No better example of saving at the bung and losing at the spigot can be furnished than by the man who argues that he saves money by not painting.

Selling Quality to the Farmer

Good paint is even more economical for the farmer than for the city man. There are so many more surfaces about the farm that need protection—surfaces exposed to weather and wear, but the opportunities for saving are correspondingly greater.

And there are Greater Profit-Making Possibilities Too

The farmer wants quality paint. He has come to realize that buying paint is really buying protection for the longest possible time. Low gallon price doesn't have its old-time appeal.

Give the farmer what he wants — Glidden quality. Let us tell you more about the completeness of the Glidden Line — How it covers every need of the farm and meets each need perfectly. Write for interesting literature to-day.

"Save the surface and you save all"—*Paint & Varnish*

THE GLIDDEN COMPANY, Limited

Toronto, Ontario

BRANCHES: Montreal and Winnipeg

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ...	.....	.....	$ 7.00
22 Short ...	.....	$10.00	10.70
22 S. Mush .	.....	.....	11.50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16.00
22 L.D. do.	.....	.....	18.70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
32-30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45 70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz...........	$17 50
No. 2, doz...........	17 60
No. 3, doz...........	19 80
No. 4, doz...........	21 56
No. 5, doz...........	23 76
No. 6, doz...........	26 40

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l

BELTING (Leather)

Discounts apply to **Revised List** of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$2.85.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
[illegible]6.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	52/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc. Doz.

Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.
Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.
Machine Bolts, 7-16 in. dia. and larger, list plus 10%.
Sleigh Shoe Bolts, all sizes, list plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, list plus 10%.
Bolt Ends, list plus 10%.
Plow Bolts, 1, 2, 3, HEADS, net list.
Plow Bolts, others, list plus 20%.
Elevator Bolts, large heaad, list plus 10%.
Elevator Bolts, corrugated heads, 20%.
Fancy Head Bolts, list plus 10%.
Shaft Bolts ($3 list), list plus 10%.
Step Bolts, large head ($3 list), list plus 10%.
Whiffletree Bolts, list plus 10%.
Nuts, 2 in., and smaller, square Blank, add to list $2.25.
Nuts, 2 in. and smaller, square Tapped, add to list $2.75.
Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS Base

Sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS Dozen

Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12, No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each........	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz
Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Calvanized)

No.	1,000 ft
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto London.

COBBLER SETS

Common, per set	$0 93
No. 3, per doz.	11 25

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 46
Plain Tinned, 16 oz. and heavier, lb.....	0 48	....
Polished and Tinned, 16 oz. and heavier, lb.	0 52	0 50
Tubing, lb.	0 50	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....

Prices withdrawn

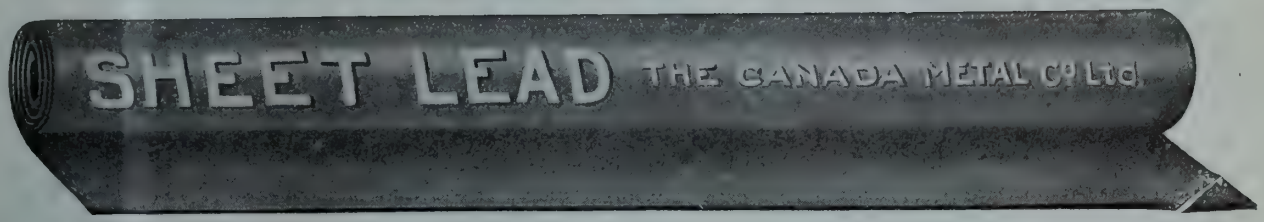
DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛.........	$0.45	19/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

ORDER FROM OUR NEAREST FACTORY

SHEET LEAD



LEAD PIPE up to TWELVE INCHES in diameter
LEAD TRAPS
LEAD BENDS

LEAD PIPE

SHEET LEAD EIGHT FEET WIDE or less ANY LENGTH
PROMPT SHIPMENT

BABBITT SOLDER

THE CANADA METAL CO., Limited
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Our Eavestrough and Conductor Pipe fit perfectly, thus saving time when being erected. Try us for corrugated iron, ridge roll, valleys, ventilators, elbows, etc.

We carry a full line of Barrett's ready roofing, etc.

Wheeler & Bain
The Quick Shippers
Toronto

"Crescent"
For Turnover
The Line that Increases your Sales

A dependable, reliable and thoroughly salable line. A line that builds permanent business through customer satisfaction.

A line that mechanics know and like and prove their confidence by buying.

All Good Jobbers

Canadian Representative :

Campbell Agencies
Toronto, Canada
The Crescent Company, Meriden, Conn.
Remember "Crescent" for Trade Building

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 42½%
Blacksmiths', ½-in. shank.. 27½%
Straight Shank 27½%
Straight Shank, wire 27½%
Taper Shank 27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer........ 50
Nov. 1, 1899. %
Kearney Foot, Arcade.... 50
J. Barton Smith, Eagle..... 50
P. H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson 27½
Black Diamond 27½
Delta Files 20
Firth Files 50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 75	0 85
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under..	50%	50%
4½ in. and larger..	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs. $5 50
40-100 lbs., 2 in to 3 in. face 5 00
Bi-Treadle, each 9 75
Cycle BB 9 40

GRIND STONE FIXTURES

Doz.
No. 22 .... $ 9.00
No. 33 .... 10 70
No. 2½ 11 15
No. 3 .... 11 70

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in. 13 80
Black, rope tie, 1 in. 14 00
Black, rope tie, 1¼ in. 16 80
No tie, 1 in. 21 60
No tie, 1¼ in. 24 60

HALTERS, ROPE Doz.

Sisal, 7-16 in. $25 00
Do., 9-16 in. 38 00
Jute, 7-16 in. 25 00
Do., 9-16 in. 38 00

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt..$19 25
Under 5 lbs. 24 00
Masons, 5 lbs. and over, per cwt. 22 00
Masons, 5 lbs. and under... 27 00
Napping, up to ? lbs. ....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HEATERS, ELECTRIC

Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $11 50
Majestic, 2 Burner 17 50
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft....$21 00
Corrugated, ⅝ in., 100 ft.... 24 00
Corrugated, ¾ in. 28 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set $2 20
Mrs. Potts, No. 50, nickel-plated, set 2 30
Mrs. Potts, handles, japanned, doz. 2 10
Common, plain, 3, 4 and 5 lbs. 15.60
Common, plated, 4-5 lbs. 17.50
Common plated, 6 lbs. and up ....
Plain, 6 lbs. up 12.40
F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point $19 00
Lightning 17 50
Heath's 17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking

10 ft. to 16 ft. 0 28
18 ft. to 20 ft. 0 29
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain......... $15 00
Do., Japd. 15 00
Long Globe, plain 15 00
Do., Japd. 15 00
Dash, plain 18 75
Do., Japd. 19 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London. Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long
1 doz cases .... $1 20 doz.
3 doz. cases .... 1 15 doz.
6 doz. cases .... 1 10 doz.
Cold blast, genuine ruby 5 50
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz

Steel Thumb, No. 2 .... $2 35
Steel Thumb, No. 3.. .... 3 10
Steel Thumb, No. 4 .... 8 20
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10
F.o.b. Montreal, Toronto. London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
Momentum	20 25
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	.....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	26 00
Patriot	23 00
Jubilee	12 30
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in...... $2.40
Carpenters', No. 3 ... . 9 70
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $14.25
Pick, doz. 14.25
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS Doz. Net

Liquid Veneer $16 00
O-Cedar, less handle 12 60
Do., with handle 14 70
S. W. Mops, complete 6 30
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 85 3 35
Crank wringing 8 25- 9 00
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph. London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.25 base; Toronto, $6.40.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

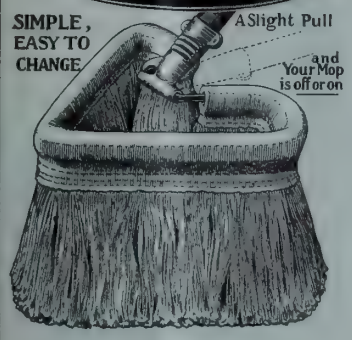
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price

Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton 100 lbs., $12.



Duskil Polish Mops

Cotton parts easily slipped off and on.

Extra Dry Cotton parts can be purchased for dusting walls or woodwork.

If your jobber can't supply, order direct.

Towe & Towe

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LONDON, - ONTARIO

CANADA

Glass

Factory Glass **Mirrors**
Wire Glass **Leaded Glass**
Plate Glass **Windshields**
Stopglare Lens

Any of the above glass can be supplied to you on shortest notice, auto truck delivery if necessary. Our prices are right. Telephone your requirements at our expense.

Phone Regent 1939 and 8026

Ontario Plate Glass Limited

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Hamilton **Ontario**

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43-44 PERCIVAL ST., LONDON, E.C. 1

Glaziers' Diamonds of All Descriptions

To be obtained from Dealers' in Glass Hardware and Painters Supplies.

Our Popular Pattern with Rack for Breaking off Glass
Used Everywhere

Quality—*The Best*

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PETERBOROUGH, ONT.

PICKS

No. 5

Made of best high-grade, open-hearth steel, hammer forged and correctly tempered. Finished in black with polished points.

THE WARREN TOOL & FORGE COMPANY

234 Griswold St. **Warren, Ohio, U.S.A.**

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 32½
Black oil (winter)	0 33
Imperial Kerosene tractor	1 45
Capital, cylinder	1 00½
Machine oil, regular grades	0 63
Imperial gas engine oil	0 65
Paraffine	0 45

List, less 15% on above.

Polarine Oil, list	1 45
Polarine Oil, heavy, list	1 45
Polarine A, list	1 45

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle Mobiloil, A	180

List, less 15% on above.

Fuel oil, bbls., net	20 80
Fuel oil, tank cars, net	18 80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor	1 50	1 50
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor	1 70	1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 75	1 75
Joliette Sheathing	1 25	1 25
Do., tarred	1 40	1 40

	Per 100 lbs.
Monarch Sheathing, white	6 50
Do., gray	5 50
Straw Sheathing, heavy, dry	8 05
Spruce Sheathing, 36" and 72" wide	11 75
Asbestos Sheathing	13 50
Carpet Felt	9 00
Tarred Felt, 7, 10 and 16 oz.	6 05

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 10
4 gross (cartons), 4-in.	2 10
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 31	7.41	5 91	8 01
⅜ in.	5 31	7 41	5 91	8 01
½ in.	7 10	8 63	7 95	9 48
¾ in.	8 80	10 87	9 95	12 02
1 in.	13 01	16 07	14 71	17 77
1¼ in.	17 60	21 74	19 90	24 04
1½ in.	21 04	25 99	23 79	28 74
2 in.	28 31	34 97	32 01	38 67
2½ in.	44 75	55 28	.....	.....
3 in.	58 52	72 29	.....	.....
3½ in.	74 06	90 62	.....	.....
4 in.	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$32 01	$38 67	$35 71	$42 37
2½ in.	48 26	58 79	54 11	64 64
3 in.	63 11	76 88	70 76	84 53
3½ in.	75 90	92 46	85 10	101 66
4 in.	89 93	109 55	100 83	120 45
4½ in.	1 05	1 29	1 30	1 54
5 in.	1 22	1 50	1 52	1 80
6 in.	1 58	1 95	1 97	2 33
7 in.	2 06	2 53	2 53	3 01
8L in.	2 16	2 66	2 66	3 16
8 in.	2 49	3 07	3 07	3 64
9 in.	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in.	3 56	4 39	4 39	[illegible]

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 25 to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal,	Toronto
Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets	....	27 00
IX, 20x28 112 sheets	....	30 00
IXX, 20x28 112 sheets	....	33 00
IXXX, 20x28 56 sheets	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40

No.	Each
70	$6 75
80	6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING Per square

	Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Red Star, 3 ply	2 75	2 80
Liquid roofing coating, per gal., in bbls.	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	10 50	....
Coal tar (crude)	9 25	....

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	67
Halyards	50
Hemp, deep sea line basis	60
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ¼ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 92
Do., ¼ in. and up	0 90

F.o.b. Toronto, Montreal, London. Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

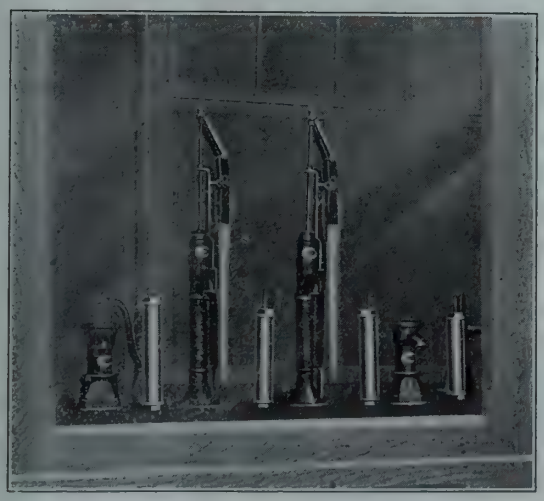
Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

LITTLE VISITS **Beatty Bros. Limited Bulletin** With BT Dealers

Exterior W. J. Jeffs' Store

Interior W. J. Jeffs' Store



View of window from retouched photo, showing Pumps

Sixty Pumps a Year

For eleven years Mr. W. J. Jeffs, of Dresden, Ontario, has been handling BT Goods.

His specialty is BT Pumps. Every year he sells in the neighborhood of sixty pumps—pumps of all sizes, kinds and varieties.

He is one of the numerous Hardware Dealers who appreciate the BT "Ready-To-Ship" line of well pumps. Although he fits and instals all his own outfits he finds that the "Ready-To-Ship" Line makes it easy to keep a comprehensive stock with the smallest possible expenditure.

Personal attention to every pumping outfit he instals is responsible for Mr. Jeffs' success, year after year, in this line.

Order Pumps Now

Our representative will be calling on you soon. We suggest that you specify your pump requirements for spring delivery. He will be delighted to explain to you the protection we give in the matter of prices on orders for future shipment.

You are taking no chances when you order BT pumps, cylinders, leathers and other pump fittings.

The idea behind our "Ready-To-Ship" line was *service* to the pump dealer. We aimed to give him a line he could stock easily, get promptly and rely upon absolutely. The growing demand for these pumps is in itself proof that we have succeeded. The same is true of all BT pumps and fittings.

Pumps are an absolute necessity. When the customer wants a new pump—he wants it *at once*. The dealer who has the stock gets the business.

Make sure of your spring pump stock by ordering now and protect yourself on price at the same time.

BEATTY BROS. Limited

Fergus, Ont. London, Ont. Winnipeg, Man. Montreal, Que.
St. John. N.B. Edmonton, Alta. Vancouver, B.C. London, Eng.

"The BT Agency Pays"

If interested tear out this page and place with letters to be be answered.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $20 00
Golden Clipper 20 95
Little Giant 22 00
Bush 20 50

SNATHS Doz.
00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 00
Bush 17 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 50	$13 00
26 gauge ...	13 25	12 95
24 gauge ...	12 65	12 35
22 gauge ...	12 30	11 90
20 gauge ...	.....	11 75
18 and 20 ga.	11 60	....

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 65
Galvd. 7 65

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$25 50

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 66 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario...........$10 00

TACKS Discount
Wire Tacks ....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings ....Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Ppright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On hipments less than 5 dozen F.O.B. factory only.

Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net......... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 50
Discount 30% off list.
Hot Blast ....**Plus 10%**
30% discount of No. 525, No. 530, No. 630 only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 15 in......$12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 add 25% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 50
Jump, No. 1 .... 3 70
Hawley & Norton, No. 1.... 5 00

Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $1 04
Cones, 3-ply, lb. 1 00
Do., 4-ply, lb. ....

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 30%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2.............. 23%
Bath Cocks—Compression ... 25%
Flatway stop and waste cocks, Standard 25%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, stand. add 10%
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard ....add 5%
Gate or Straightway .... Net
Jenkins Gate Valve 10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves
Gate Valves ....Net list
Regrinding Valves ......Plus 7½%
Swing Check Valves .....Plus 15%
Compodisk Valves ....Plus 7½%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 25%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%.
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus 66 1-3%

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs..	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs..	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 .
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base 6 00
Annealed base 6 25
Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 .... $10 00
No. 19 .... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern: 20% on genuine.

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 102 00
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 127 00
Bicycle 115 00
Safety 103 50
Eze 110 00
Rapid 100 00
Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-
Stove Pipe Thimbles, 40%.

TINKER TOM'S TALKS.

No. 278

ZINC

A most important item in **Galvanizing!**

Due to its unequalled "affinity" for iron, zinc is absolutely the best protective coating for sheet metal. It hermetically seals up all the pores in the metal.

To get best results, **pure, virgin zinc** only should be used, and that's the only kind in our shop—and furthermore, it's all **Canadian-made** (British Columbia) electrolytic process — the very **top notch in quality.**

"PREMIER" Galvanized Sheets

are first-class all through

BEST FOR ALL USES

TINKER TOM.

If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 35
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 35
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 29

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C,P, Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	7 50
Hillcrest	7 90

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85		45 45
86 to 90		48 85
91 to 94		49 80
95 to 100		58 55
101 to 105		65 35
106 to 110		73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	
10s	0 35	
5s	0 36	
1s	0 39½	
½s	0 43½	

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal	4.50- 7.00

F.o.b. Montreal, Toronto

OILS—	
Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	1 15
1s (1 doz.)	13 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 00
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton St. John and Halifax, Toronto, Hamilton, London and Ottawa Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$10 00
Less, per lb.	0 13

SHELLAC

	Pure white	Pure orange
Per bbl.	$8 25	7 50
Gal. jugs	8 75	8 00

F.O.B. Toronto, London, Montreal

TAR	Mont.	Toronto
Car Tar, refined	10 50	10 50
Coal Tar, crude	9 25	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 15
Mar-not	4 40
Quick Action House	
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	
Kyanize Cabinet Rubbing	3
Kyanize Interior	3 84
Luxeberry light	4
Luxeberry granite	4 90
Luxeberry spar	
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 10
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20
C. D. Wall Coating, white		9 60
Do., colors		9 60

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 56
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto

WHITING
Gilders, bolted, in bbls. 3 25
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	$3 75
Methylated Spirits	2 95

F.o.b. Montreal Toronto London

ORDER FROM OUR NEAREST FACTORY

HARRIS HEAVY PRESSURE

The Distinctive Babbitt

Round in shape, Copper coated, with profile and wording that thousands of users know by years of service.

Put out and guaranteed by a Firm with a metal experience of over one-third of a century, and whose guarantee means something.

DEMAND THIS CAKE FROM YOUR JOBBER.

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

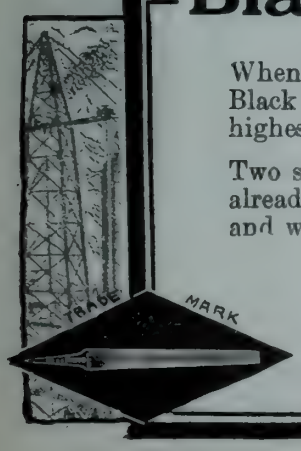
Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ....40% on list

Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅝-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2 50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots $54 00

5,000 ft. lots 55 00

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.: machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil, 3-16 in., $19; ¼-in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25 per cent.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.

Hand, No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1 ....$10 88

Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot $4 50

100 foot 8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ....$1.08 lb.

DRILLS

See Eastern list.

Bit stock discount 40%

Blacksmiths' ½ inch shank...25%

Straight shank 25%

Do., wire 25%

Taper shank 25%

EAVETROUGH

Eavetrough, per 100 ft., $7.60; 10 in., $8.33; 12 in., $9.68; 15 in., $13.50.

Conductor pipe, 2 in., per 100 ft., $9.23; 3 in., $11.25; 4 in., $14.40; 5 in., $19.80.

ENAMELWARE

See Wares.

FILES

Globe ....Discount 50%

Nicholson Gen........Discount 20%

FITTINGS—Malleable

Class A 50%

Class B and C, off new list.. 60%

Bushings 10%

Unions, "Dart"—

¼ to 2-in. 15%

⅛, 2½, 3½ and 4-in. 5%

Nipples, 4 in. and under ... 45%

FRY PANS Each

Cast iron, No. 8.......... $1 05

No. 9.......... 1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz.

Cold Blast $1 20

Short 1 20

Genuine Ruby 5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS— Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

No. 30 up to and including

	Doz.
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.60; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $9.60; No. 2 and larger, $9.35; snowshoes, No. 0 to No. 1, $9.85; No. 2 and larger, $9.70; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

	Per 100 ft. 3-ply	Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$13 75
28 Am. or 26 Eng.	13 35
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Potts' No. 55, set...... $2 70

Mrs. Potts' No. 50, set...... 2 85

Mrs. Potts' common sad iron handles, $2.60 dozen. Mrs. Potts' improved, $3.50 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $15 00

Lightning 15 00

LADDERS, STEP

Common, 4 ft., $1.24; 5 ft., $1.55; 6 ft., $1.86; 7 ft., $2.15; 8 ft., $2.40; 10 ft., $3.10.

LADDERS, EXTENSION

20 to 32 ft., per ft., 32c; 36 to 40, 34c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
4	5 30
5	3 20
Barn Door	
8	3 65
9	5 25
9	4 88

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Ea.
Dowswell	$ 9 55
New Century	16 30
Canadian	9 55

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 12 00	$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.65 base; Winnipeg, $7.35. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$6 68
30 in.	8 98
36 in.	10 50

"Save the surface and you save all" *Paint & Varnish*

Economy

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Silkstone fills the bill for the Canadian housewife. She has tried it and liked it and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller.

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers.

Silkstone is a tried and proven, steady salesmaker. It satisfies customers because it gives good results.

Satisfaction

Write us and let us explain the advantage of an agency

G. F. Stephens & Co. Limited

Paint and Varnish Makers

Winnipeg - Calgary - Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—

	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium.	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70

25% and 10%.

PAINTS, PREPARED
(1 gallon can basis)

	per gal
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 85
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 40
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15
Ramsay's White	5 55
Do., colors	5 30
Dultone, White	4 25
Do., colors	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 60
Sunrise	1 45
Anchor, tarred	1 75
O.K., tarred	1 75
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Buttweld, Steel

Per 100 ft. Blk.	Blk.	Galv.
⅛ in.	$ 6 17	$ 8 64
¼ in.	5 76	8 10
⅜ in.	5 90	8 24
½ in.	7 88	9 59
¾ in.	9 77	12 06
1 in.	14 40	17 82
1¼ in.	19 53	24 12
1½ in.	23 40	28 80
2 in.	31 50	38 84
2½ in.	50 94	63 00
3 in.	66 60	82 80
3½ in.	84 60	103 50
4 in.	99 90	122 40
4½ in.	119 25	146 70
5 in.	139 05	171 00
6 in.	180 00	222 30

PLASTER PARIS, per bbl. ..$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	2 40	2 10
12-oz.	4 80	4 20
1-quart	10 00	10 50
½-gal.	....	16 80
1-gal.	28 08	25 20

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 85
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON

No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons per cwt.	9 30
1½-lb. "	16¾

RIVETS AND BURRS

Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in., ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	148 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., 7 40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$
No. 1	2 85	5 20	3 65
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%

Jap. Coal Hods, list plus 92½%

Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 00	$22 50
¼ in.	19 30	19 80
5/16 in.	18 10	18 60
⅜ in.	16 75	17 25
7/16 in.	15 70	16 20
½ in.	15 10	15 60
9/16 in.	14 95	15 45
⅝ in.	14 80	15 30
¾ in.	14 65	15 15
⅞ in.	14 50	15 00
1 in.	14 50	15 00
1⅛ in.	14 50	15 00
1¼ in.	14 80	15 30
1⅜ in.	14 80	15 30

WASTE

Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$5 75
Solid	5 50

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $6.10 Winnipeg; Glidden Cattle, 2-pt., $5.90 Winnipag; Baker, 2-pt., $5.80 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.

Patented screen in 100-ft. rolls, $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $8.65 Winnipeg, $8.00 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.50; No. 10, $7.50; No. 12, $7.70; No. 14, $7.90; No. 15, $8.05; No. 16, $8.20 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	....
12 inch	....
16 inch	....
18 inch	..

WRENCHES—PIPE

	Trimo Each	Stillson Each
6 inch	....	1 60
8 inch	....	1 80
10 inch	1 81	2 00
14 inch	2 50	2 80
18 inch	3 63	4 00
24 inch	5 25	5 80
36 inch	....	10 80

Always Ready	Black (Dozen)	N. P. (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines
Harness Oil Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.

HARDWARE SPECIALTY LINES WANTED FOR WESTERN CANADA

P. R. BRECKEN, Limited
Manufacturers' Agent
108 Sixth Avenue West
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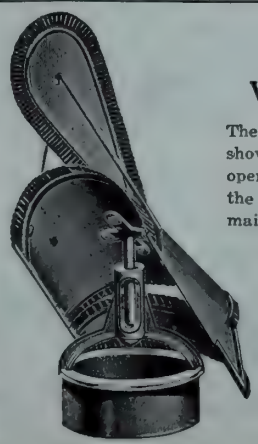

O-Rib-O

Volcano Chimney Top

The Deflector — the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys, and closes sales with a bang. Homes, stores, churches, factories are all your prospects.

Order to-day.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

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1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

No. 1 Fire Pot
List Price, each $27.20
Ask for Discount.

DO YOU WANT MORE HEAT

per gallon of gasoline? The use of C. & L. Fire Pots and Torches will give you this. All of our burners are especially powerful generators, consuming but little gasoline and producing intense heat. With their easy adjustment, quick action, satisfactory work and wide range of utility, the C. & L. Fire Pots and Torches are a money-making and money-saving proposition. Jobbers sell at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
Detroit, Mich., U.S.A.

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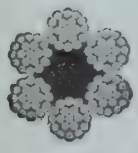

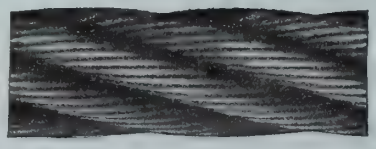

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Have you a copy of our Catalogue?

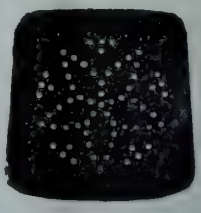
We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Chair Seats—In Three-Ply Veneer

Staple Patterns

Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.



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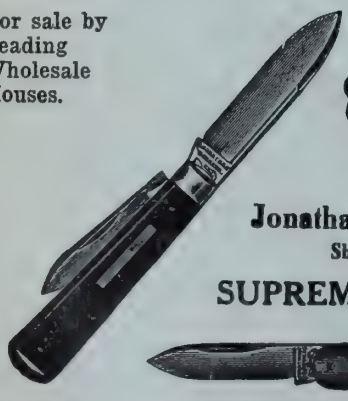

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Granted 1780.

Jonathan Crookes & Son
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SUPREME CUTLERY

Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application *Immediate Shipment*

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706 Shaughnessy Building MONTREAL

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The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

New Dominion 30-30

Loaded with a progressive burning powder that gives a flatter trajectory, greater penetration, and by far the greatest shocking power known in a 30-30.

200 feet more per second

—is the best selling talk to the sportsman. It makes his old 30-30 an up-to-date, high power sporting rifle. He should always be instructed to adjust his sights for this new cartridge, for he will be shooting high. Make sure that your stock is large enough to supply the demand.

Your Shot Shell Stock

Now that the duck season is well under way, it would be advisable to make sure that your shot shell stock has been checked up before you find some of the popular loads out of stock.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

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The Fraser Co., Agents B.S.A., Montreal, Que.
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Automobile Jacks
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Auto Locks
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Automatic Screw Machine Products
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Kinzinger, Bruce & Co., Niagara Falls, Ont.
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C. A. Myers Co., Chicago, Ill.

Axes
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Canada Foundries & Forgings, Brockville, Ont.
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Shurly-Dietrich Co., Ltd., Galt, Ont.

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Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The British Smelting & Refining Co., Montreal.
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Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

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Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Burgess Batteries Limited, Winnipeg, Man.
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Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
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Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

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Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
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Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
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Gutta Percha & Rubber Ltd Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
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Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
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Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Consumers Cordage

Established 1825

Rope like Lion Brand can be made from high grade Manila Hemp only. All Manila Rope is not Lion Brand, nor has it the same high qualifications. The difference in various grades of Manila hemp varies several cents per pound.

The surest way to know and appreciate Lion Brand is to have it in your store; to examine it, twist it, stretch it and compare it any fair way at all with others. It will always prove superior. Consumers of rope know this so that you will find another superior feature of Consumers Cordage Products from a dealer's point of view—it sells, gives satisfaction and multiplies business. It is the kind for you. Try it, if you are not already handling it.

Consumers Cordage Company, Limited

Head Office: Montreal, Canada

Agents and Stocks:

Tees & Persee Limited—Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, and Fort William.

Jas. Bissett & Co., Quebec.

MacGowan & Co.: Vancoover

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Scythes,, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
John Adam & Son, Collingwood, Ont.
Canadian Broom Mfg. Co., Ltd, Winnipeg, Man.
Meakins and Sons, Limited, Hamilton, Ont.
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd.. Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd.. Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Business Machines
The International Business Machines, Ltd., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.
Norman MacDonald, Toronto, Ont.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.
Jacobs Mfg. Co., Hartford, Conn.
Jones & Shipman Limited, Toronto, Ont.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

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If interested tear out this page and place with letters to be be answered.

THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Frederick Giles & Son, Birmingham, Eng.
Stanley, Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman Limited, Toronto, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Pedlar People Limited, Oshawa, Ont.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Sheet Metal Products Co. of Canada, Ltd. Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engineers' Supplies
A. Downs & Co., Manchester, Eng.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fence Posts, steel
Burlington Products Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

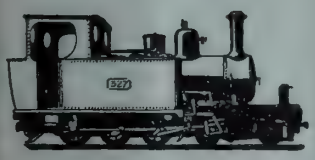
Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

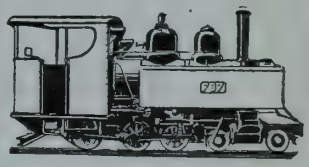
Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

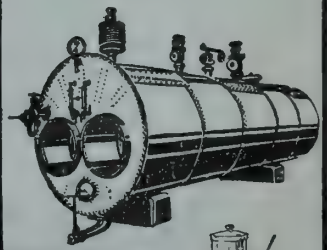
Flags
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

G R

MINISTRY OF MUNITIONS







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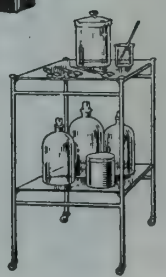
Agricultural Machinery
Aircraft
Furniture
Textiles and Clothing
Boots and Leather Equipment
Motor Boats, etc., etc.



Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co, Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

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THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
The Northern Electric Co., Limited, Montreal, Que.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
The Solex Co., Winnipeg, Man.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd.; Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed'
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Stanley Rule & Level Co., New Britain, Conn
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Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

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Western Wire & Nail Co., London.

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Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.
Stewart & Wood, Toronto.

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Can. Yale & Towne, Ltd., St. Catharines, Ont.
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Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

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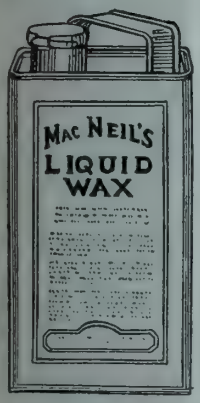

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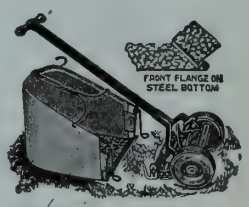

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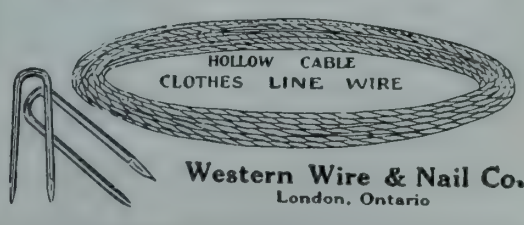

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Meat Choppers
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Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

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H. Nagle Co., Montreal.

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Mica Co. of Canada, Ltd., Hull, Que.

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Toronto Plate Glass Importing Co., Toronto.

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Stanley Rule & Level Co., New Britain, Conn.

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Mops
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Duskil Mop Company of Canada, Limited, London

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Northern Electric Co., Ltd., Montreal.

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Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

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Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

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Smith & Hemenway Co., Inc., Irvington, N.J.

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Steel Co. of Canada, Ltd., Hamilton, Ont.
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Western Wire & Nut Co., London.

Nipples
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Steel Co. of Canada, Ltd., The, Hamilton, Ont

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Jenkins Bros., Ltd., Montreal.
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McArthur-Irwin, Ltd., Montreal.
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Sanderson Pearcy Co., Ltd., Toronto.
Stewart & Wood, Ltd., Toronto.
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Thos. Davidson Mfg. Co., Ltd., Montreal.

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Hoyt Metal Co., Toronto.
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Stewart & Wood, Ltd., Toronto.

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Northern Electric Co., Montreal.
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Benjamin Moore & Co., Ltd., Toronto.
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Stewart & Wood, Toronto.
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Marples & Co., Sheffield, England.

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Wilt Twist Drill Co. of Canada, Ltd., Walkerville

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Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

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The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosecut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Goodell Pratt Co., Greenfield, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Quinte General Manufacturing Company
LIMITED

Engraved Glassware

Everything in Glassware for the Table
The Goods are as Attractive as the Prices

Write your Wholesale House to send, with your order, their Christmas Assortment of our goods—and do it now, so you can "repeat" later.

Quinte General Manufacturing Company
LIMITED

Factory:
Deseronto, Ontario

Head Office:
Toronto, Ontario

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screw Machine Products
The National Acme Co., Cleveland, Ohio.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Pedlar People Limited, Oshawa, Ont.
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shellac
Stewart & Wood, Ltd., Toronto.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sickles
The Burrowes Mfg. Co., Toronto, Ont.

Sifters, Ash
Wiebusch & Hilger, Ltd., New York, N.Y.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
R. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Products
The Western Steel Products Ltd., Winnipeg, Man.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Adam Hall, Limited, Peterborough, Ont.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian General Electric Co., Ltd., Toronto, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.
Dingley Bros., Export, Limited, Lindsay Bldg., Montreal, Que.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Syphons
The Anthes Foundry Co., Limited, Winnipeg, Man.

Tacks
The Canada Tack & Nail Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Westco

Tankless Water System

A New Field for Profit

THE need for such a water system as the Westco is urgent in rural and suburban homes to-day. Wherever introduced it is selling rapidly. For its many interesting and splendid features make instant appeal to the farmer or rural resident who has electricity available.

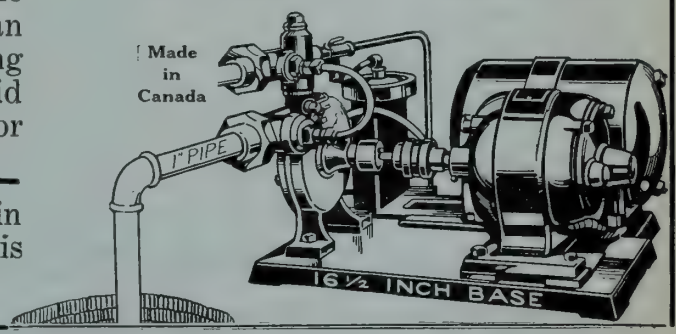
Get even one Westco System installed in your territory, and it will sell many others. It is a small, compact system, yet absolutely efficient in every detail.

Its chief selling features are—

(a) It has no supply tank.
(b) Simplicity of construction; no complications possible.
(c) Pump has only one moving part—the impeller. Nothing to wear out.
(d) Cheap to install, maintain and operate.
(e) Entirely automatic.
(f) Has no tank, no valves, no gears, no belts, no springs, no oil or grease cups, and it is self-lubricating.
(g) Uses less power than Electric Iron while supplying water for four faucets.
(h) Pumps 300 to 500 gallons per hour.
(i) Size 16½" long, 14½" wide, and 11" high, weighs less than 100 pounds.
(j) Opening of any faucet starts pump; closing of faucet stops it at once.

If your territory is still open, write us at once for full particulars and details of this splendid selling water system.

Westco Pumps, Limited
770 Yonge St., - Toronto, Ont.



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Hardware and Metal is a member of the A.B.C.

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THE BUYERS' GUIDE

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Thermos Bottles
The Canadian Thermos Bottle Co., Ltd., Toronto.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Timers for Ford Cars
The Franco-British Supply Co., Winnipeg, Man.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
The "J.B.R." Tool Works, Manchester, Eng.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
Jones & Shipman Limited, Toronto, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Canadian K.K. Co., Ltd., Elora, Ont.
The Coleman Fare Box Co., Limited, Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus. Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.
The Rex Import Co., Ltd., Glasgow, Scotland.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Limited, Toronto, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Voss Bros. Mfg. Co., Davenport, Iowa.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Wax, Liquid
The Damon Specialty Co., Toronto, Ont.
MacNeill's Liquid Floor Wax Co., Ltd., Toronto.

Wax, Floor
T. S. Jackson & Sons, Limited, London, Eng
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

THE BUYERS' GUIDE

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
Frothingham & Workman, Montreal.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
The Kennedy Hardware Co., Ltd., Toronto, Ont.
Lewis Brothers, Limited, Montreal, Que.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Edgar C. Luthard Co., Chicago, Ill.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

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Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
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J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

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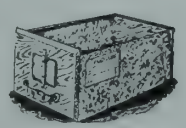

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Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

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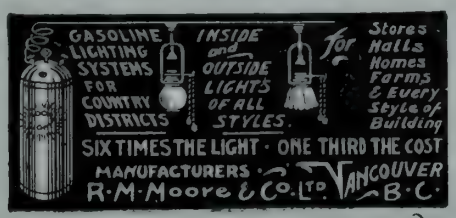

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INDEX TO ADVERTISERS

A

Adams & Elting, Ltd. 17
Acme Waste Mfg. Co., Ltd. 84
American Grinder Co. 8
Ashdown Hardware Co., J. H. 85

B

Barnett Co., G. & H. 79
Beach Foundry Co. 23
Beatty Bros., Ltd. 75
Bimringham Small Arms Co. 65
Berry Bros. 65
Brett Co., The 83
Brecken, Ltd. 83
Bridgeport Hdwe. Mfg. Corp. 19
British Smelting & Refining Co..... 25
Brown, Boggs & Co. 19
Butterfield & Co. 14

C

Cameron & Co. 103
Canada Decalcomania Co., Ltd. 105
Canada Metal Co. 71, 73, 79
Canada Steel Goods Co., The 3
Canada Wire & Iron Goods Co. 84
Canadian Die Casting Co. 105
Can. Foundries & Forgings Co., Ltd. 93
Canadian Tube & Iron Co. 24
Canadian John Wood Mfg. Co. 84
Canadian Veneering Co. 73
Canadian Yale & Towne Co. 32
Channell Chemical Co..Inside front cover
Clayton & Lambert 84
Climax Baler Co. 105
Coghlin Co., Ltd., B. J. 103
Collette Manufacturing Co. 24
Consumers Cordage Co. 87
Crane Limited 84
Crescent Co., The 77
Crookes & Son, Jon. 84
Crouse, Hinds Co. 13

D

Dayton Scale Co .....Back Cover
Davidson Mfg. Co., Ltd., The 18
Diamond Saw & Stamping Wks.... 105
Dingley Bros. (Export), Ltd..... 24
Dominion Cartridge Co. 34
Dominion Metal Co. 105
Dominion Sheet Metal Corporation .. 77
Doon Twines, Ltd. 105

E

Eddy Co., E. B. 15
Ellis & Sons, Fred. 20
Empire Level Mfg. Co. 21
Eureka Planter Co. 36

G

Gendron Mfg. Co. 29
Glidden Co., The 89
Graham Nail Works 97
Gillette Safety Razor Co. 34
Giles & Sons 24
Greb Co., The 105
Great West Electric Co. 83
Guelph Spring & Axle Co. 105
Gutta Percha & Rubber Co. 10

H

Hamilton Stamp & Stencil Works, Ltd. 105
Hamilton Stove & Heater Co. 6
Howland, Sons & Co., H. S. 1
Harvey Hubbell Co. 12
Hutton & Co., James 84

I

Imperial Oil Limited 33
Ingersoll File Co. 18
International Business Machine .. . Back Cover

J

Jardine & Co., A. R. 25
Jennings Mfg. Co., Russell 109

K

Kinzinger, Bruce & Co., Ltd. 105
Kent-Garvin 97

L

Laidlaw Bale & Tire Co., F. W. 25
Lamplough & Co., F. W. 26
Landers, Frary & Clark 2
Leslie & Co., Ltd., A. C. 36
London Bolt & Hinge Co. 95
London Rolling Mill Co. 31
Lufkin Rule Co. of Canada, Ltd. .. 106

M

Martin-Senour Co. ..... Front Cover
McArthur & Co., Alex. 27
McClary Mfg. Co. 2
McDougall Co., R. 26
MacNeils Liquid Wax Co. 96
Manitoba Steel & Iron Co. 83
Manning, Hinton & Brissenden 105
Martin Co., The L. 95
Maxwell, Ltd. 26
Mayhew Steel Products 32
Megantic Broom Co. 26
Mica Co. of Canada, Ltd. 105
Ministry of Munitions 91
Moore & Co., R. M. 105
Motor Specialties Co. 31
Moore & Co., Ltd., Benjamin 61
Montreal Rolling Mill Co. 32
Morrison Brass Co., James 21
Myers & Bro., F. E. 31

N

Nagle & Co., H. 22
Niagara Falls Metal Stamping Co... 22
Nicholson File Co. 23
North Bros. Mfg. Co. 23
Northern Bolt, Screw & Wire Co., Ltd. 22
Northern Electric Co., Ltd. 105
Nova Scotia Steel & Coal Co. 31

O

Oakey & Sons, John 95
O-Rub-O Mfg. Co. 83
Ottawa Paint Works, Ltd. ..... Inside Back Cover
Ontario Plate Glass Co. 73
Owen Sound Wire Fence Co. 105
Owl Metal Co., Ltd. 103

P

Parmenter, Bulloch & Co. 22
Pink Co., Thos. 29
Prairie City Oil Co. 86
Progressive Mfg. Co. 103

Q

Quinte General Mfg. 99

R

Ramsay & Son, A. 63
Reed & Co., Geo. W. 95
Renaud Motor Supply Co. 27
Rideau Specialty Co. 105
Rock Island Mfg. Co. 27
Russell Jennings Mfg. Co. 105

S

Sherwin-Williams Co. 67
Shurly Co., T. F. 27
Simms & Co., T. S. 65
Sheet Metal Products 11
Sharratt & Newth 27
Simonds Canada Saw Co. 25
Starrett Co., L. S. 9
Stephens & Co., G. F. 81
Still Mfg. Co., J. H. 28
Specialties Mfg. Co. 95
Stratford Brass Co. 28
Stungeons, Limited 97

T

Taylor-Forbes Co., Ltd. 16
Thompson & Co., B. & S. H. 20
Toronto Plate Glass Importing Co... 79
Towe & Towe 73
Trees & Co., Samuel 29
Trimont Mfg. Co. 28
Turner & Sons, J. J. 73

U

Union Iron & Metal Co. 30
United States Sand Paper Co. 30

V

Vol-Peck Mfg. Co. 30

W

Want Ad. Page 112
Warren Tool & Forge Co. 73
Western Wire & Nail Co. 95
Wiebusch & Hilger 5
Wilckes-Martin-Wilckes Co. 105
Wilkinson & Kompass 95
Williams & Co., J. H. 16
Whittall Can. Co. 31
Wheeler & Bain 71
Wilt Twist Drill Co. of Canada, Ltd. Front Cover, 7
Woods & Co., Walter 30
Wrought Washer Mfg. Co. 30

LUFKIN — ACCURACY

**Instantly Associated,
in the minds of those who measure,
everywhere.**

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TAPES *and* RULES

If interested tear out this page and place with letters to be answered.

O.P.W.

Trade Mark Registered

There are many paints
with many names,
Of doubtful values—of
uncertain fames,
But O.P.W.'s history
shows
The dealer's trade in-
creasingly grows!

"Save the surface and you save all" *Paint & Varnish*

"Paints and Varnishes for Every Purpose"

Now for the Inside!

With the beginning of cold weather and the forced conclusion of outside painting you will require a full line of O.P.W. Paints, Varnishes and Enamels for inside decoration. You should be prepared, not only for the usual seasonable demand, but for the additional requirements indicated by the unusual amount of outside painting that you know has been done this season.

Think over the inside requirements. Sort up with those in mind. Consult your O.P.W. list and order—not forgetting Jas-per-lac specialties nor Jas-per-ite Varnishes, Indestructo Floor Finish, nor any of the many other O.P.W. products that sell so well.

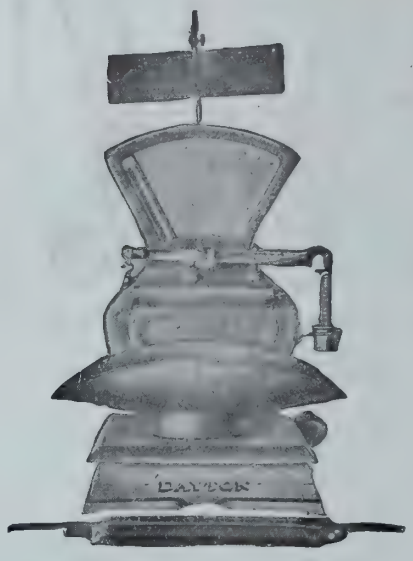
It's a Good Sign to Have "O.P.W." Over the Store

Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver



Do You Buy Wire and Rope by Weight---and Sell It by the Foot?

That's a common practice—and it's a custom of the trade which may account for much loss in profit unless caution is observed.

The wire rack, which gives

The Dayton Computing Hardware Scale

extra platform surface to accommodate large coils of wire, rope, rubber hose, etc., enables you to check up accurately and eliminate the possibility of loss on all such transactions.

The addition ladder—also a part of its equipment—enables you to compute the correct selling price of large quantity sales quickly and accurately.

The Dayton Computing Scale speeds up your service—saves your time and your customers' time. It assures your customers of correct weight, and gives them added confidence in your fair dealing. It prevents overweight, and insures you all of your profits.

The Dayton saves you time and money every time anything has to be weighed.

Complete information regarding Dayton Computing Hardware Scales, including prices, will be sent to you promptly if you write to our nearest office.

International Business Machines Co. Limited

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX
44 Granville St.

OTTAWA
188 Queen St.

WALKERVILLE
44 Lincoln Rd.

ST. JOHN
18 Germain St.

TORONTO
415½ Yonge St.

WINNIPEG
227 McDermott Ave.

QUEBEC
506 Merger Bldg.

HAMILTON
228 King St. E.

SASKATOON
254 3rd Ave. S.

MONTREAL
1 and 3 Notre Dame St. West.

LONDON
489 Richmond St.

VANCOUVER
110 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 40 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA OCTOBER 2, 1920

FILE COPY FILE COPY

Sell Ramsay's Paints

"The Right Paint To Paint Right"

"Save the surface and you save all" *Paint & Varnish*

A. RAMSAY & SON COMPANY

The All-Canadian Manufacturers of Paint and Varnish Since 1842

MONTREAL

TORONTO

Edmonton District:
Revillon Wholesale Limited
Edmonton

WINNIPEG

Nova Scotia:
James Simmonds, Limited
Halifax, N.S.

VANCOUVER

Calgary District:
The McDonald-Baker Co.
818 8th Ave. W., Calgary

What Makes People Buy ?

Did you ever wonder what influences people to buy certain articles of every-day use?

O-Cedar Polish, for instance.

Some buy it because they have used it with satisfaction for years. Others, because they see it advertised extensively.

Many purchase it on the recommendation of its satisfied users. And some, because they see it attractively and invitingly displayed in your window or on your counter.

With so many influences at work selling O-Cedar Polish, it is obvious that quick turnover, with its consequent profit, must naturally follow.

Channell Chemical Co., Limited
TORONTO

HARDWARE AND METAL, October 2, 1920. Volume XXXII., No. 40. Published every Saturday at Toronto. Yearly subscription price, $4.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo. under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Clippings from Toronto Daily, Sept. 27th, 1920

FAMILIES NEED COAL

May Be in Distress if Something is Not Done.

Complaints which disclosed the extreme need of some families for assurance of their winter's heat were heard at a meeting of the Earlscourt branch G.A.U.V. on Saturday night. Not alone are the veterans at Earlscourt in dire need of a supply of coal, according to the statement of J. Harry Flynn to The Star this morning. Mr. Flynn said that

O.B.U. CALLS COAL STRIKE

Alberta Miners to Down Tools Oct. 1st is Report.

Ottawa, Sept. 27.—The Ottawa Journal to-day publishes the following in its news columns:

"A definite call for a strike of Alberta coal miners has been issued by the One Big Union to take effect on October 1st. This course has been threatened for some time, but the situation between mine owners and miners has now reached such a stage that, unless something unforeseen happens, the strike will take place and western industry will receive a serious setback."

From "Daily Star"

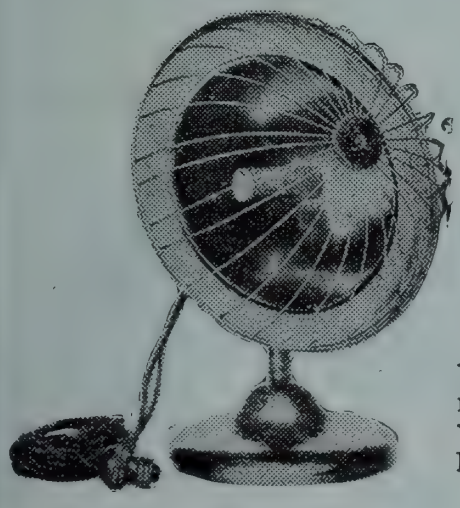
The Coal Situation Is Critical

Where there's smoke there's always fire, is an old saying, but true. Hardly a paper you pick up does not have something to say about the coal situation. It's one of the chief topics of the day.

Whether the coal situation will become as serious as some think, there is a certainty that the price, which is high now, will not be any less, and it is equally sure that wise people will conserve their coal pile all they can.

Auxiliary heat, such as an oil or electric heater, will make it possible to heat comfortably the main living rooms of the home during the cool days of Fall.

TWO AUXILIARY HEATERS



The Majestic Electric Heater needs no introduction to the hardware trade or the users. It has reached a stage of popularity which assures sales. We carry all sizes and styles to meet every need. Order your stock now.

The Perfection Oil Heater

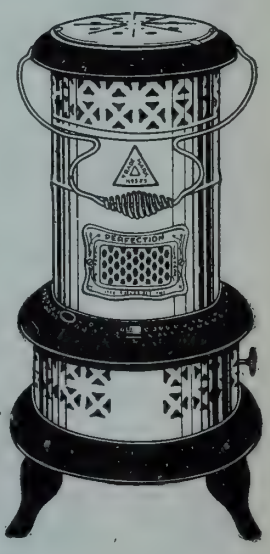
For volume of heat generated there is no more efficient auxiliary heating device on the market to-day, cost of operation considered, than the Perfection Oil Heater. We carry all sizes and styles in stock.

Electric Lamps—All Kinds

With the long evenings comes a big demand for electric lamps.

We have a full line of Tungsten and Nitro Lamps in leading makes.

Order your stock to-day.



RICE LEWIS & SON, LIMITED

VICTORIA ST., TORONTO

If interested tear out this page and place with letters to be answered.

UNIVERSAL

"The Trade Mark known in Every Home"

Home Needs

Why I Do Not Dread Housework

The woman with complete equipment of UNIVERSAL Home Needs doesn't dread housework, because there is none to dread. She tackles the housework, puts it through and sings her joyous whoop-sey-do.

The sweetest music to the dealer's ears is the ring of the cash register. With a well rounded stock of UNIVERSAL Appliances you can keep your register ringing loudly and continuously during the holidays.

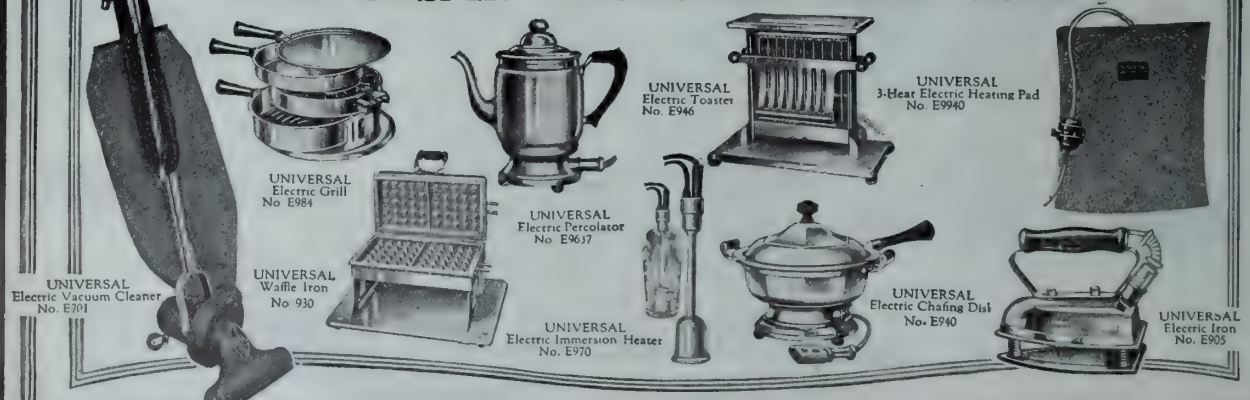
The housewife will soon intimate to her husband that she would like something "Universal" for Christmas. If he doesn't take the hint she will buy what she wants and attach a card bearing "Merry Xmas from Hubby" written in her own hand. Stock UNIVERSAL lines for Christmas trade and play them up in your displays. Their designs and finishes will lure the eye—their quality and usefulness will open purses.

Canadian Representative:

Montreal **A. MACFARLANE & CO., LTD.** **Quebec**

LANDERS, FRARY & CLARK, New Britain, Conn.

"UNIVERSAL Household Labor-Saver's"



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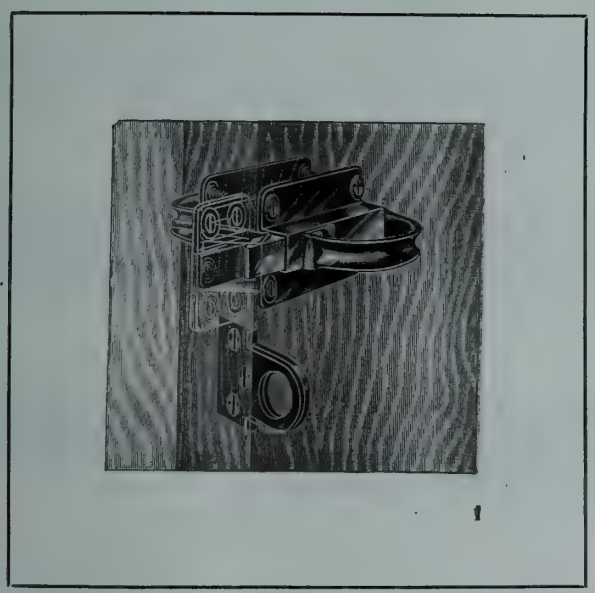
The Door to Prosperity Opens With C.S.G. Co.'s Latches



No. 1240 Barn Door Latch

opens all doors quickly and easily, just as it performs all the other duties of a latch, even the duty of selling readily and with a profit for the merchant. A durable, commonsense latch with Japanned frame and handles, tinned bolt and a Sherardized spring of piano wire that cannot rust. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.

The "Challenge" Latch

has opened a new door to profit for many a shrewd dealer, for it possesses more points of quality and value—selling points—than any other thumb latch on the market; for instance, it is made entirely of wrought steel and it is absolutely impossible for the thumb piece to work loose or get out of place.

Packed one-half dozen in a box. 12 dozen in a case. Weight, 180 lbs. per case.

Canada Steel Goods Company
Limited

Hamilton **Canada**

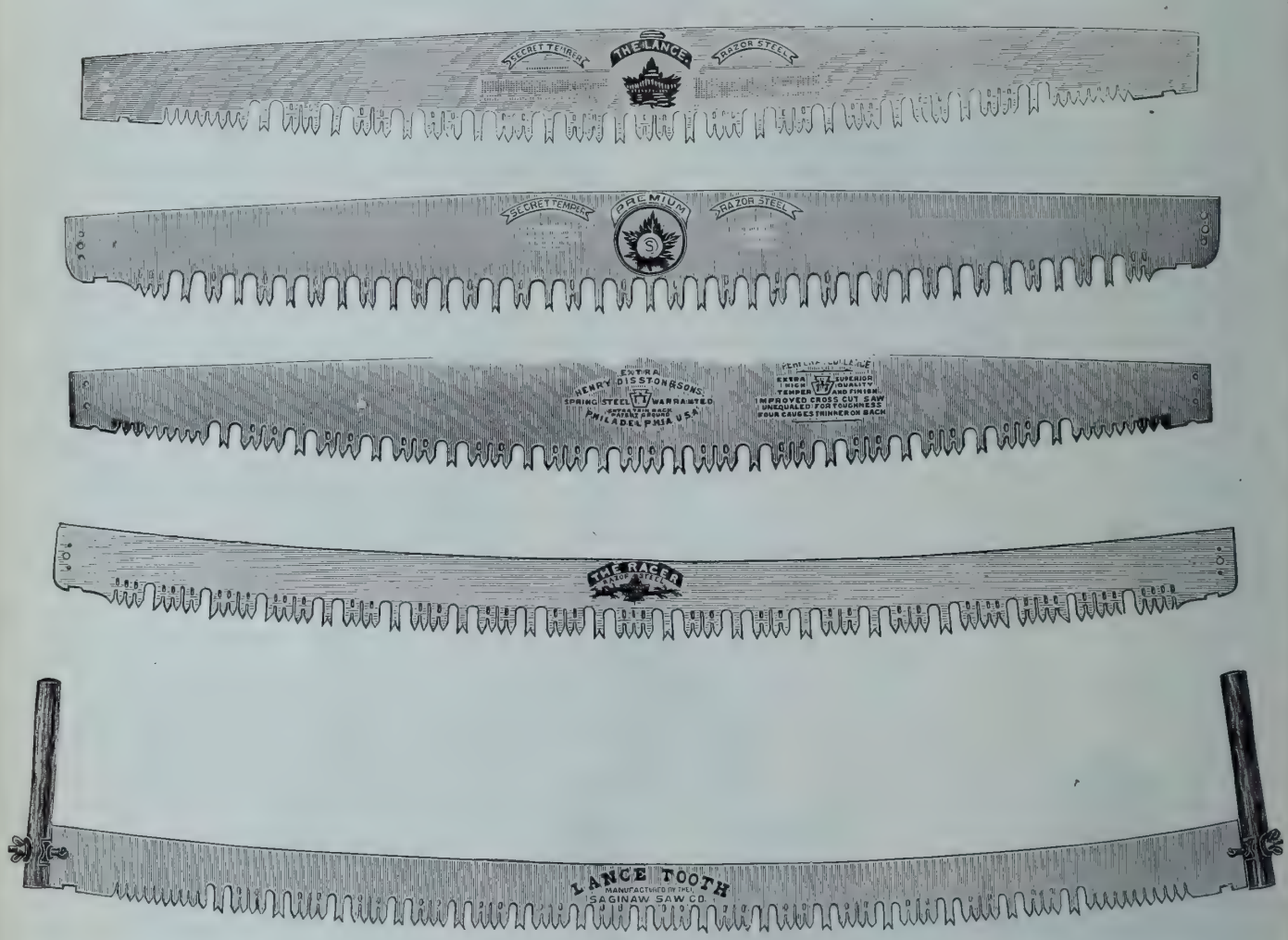
If interested tear out this page and place with letters to be answered.

High-Grade Cross Cut Saws

We sell

Disston's, Shurly & Dietrich or Simonds

make.



Order through

CAVERHILL, LEARMONT & CO.

MONTREAL

If interested tear out this page and place with letters to be answered.

Plymouth Rope

Native Filipino Stripping and Cleaning Manila Fiber

WHEN the Manila hemp plant reaches maturity the native Filipino cuts the stalk which is some 15 feet long and a foot or more in diameter, being composed of separate leaf stems growing compactly together in overlapping layers. The fiber, from eight to twelve feet in length, is contained in the outer bark of these leaf stems, which after being stripped are drawn under a knife hinged to a block of wood as shown in the picture, the edge of the knife being kept down on the block by a treadle, and released by a lever consisting of a bamboo pole. This cleaning operation which separates the fiber from its surrounding pulp is very crude and slow, resulting in limited production, more especially of the superior grades, for the better grades of hemp are really the result of care and labor both in the cultivation of the plant and in the processes of gathering the stalks and preparation of the fiber which quickly deteriorates under certain conditions.

Of the relatively small percentage of really first-class fiber thus produced, the Plymouth Cordage Company is always alert to secure suitable material to maintain its long-established standard of quality, and the buyer of Plymouth Manila Rope is assured of greater satisfaction in using the better article.

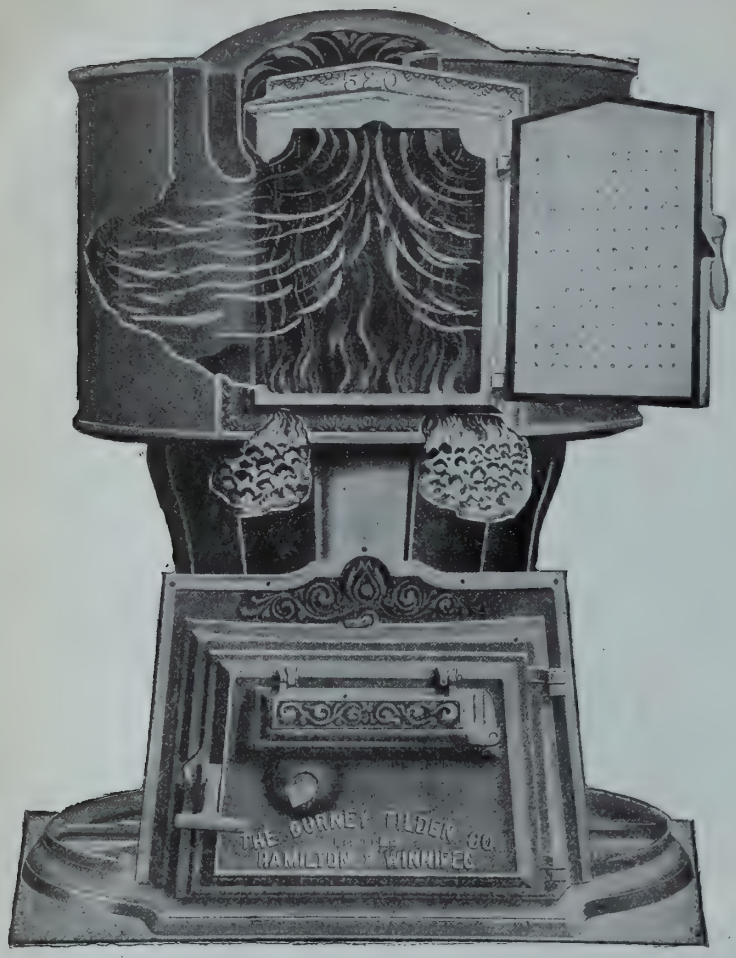
PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

If interested tear out this page and place with letters to be answered.



"I never spent money that gave me more pleasure."

That is what one man said about the "NEW IDEA" FURNACE. Sounds as though he got his money's worth. Here's his letter:

Manchester, Ont.

Dear Sirs:

Regarding the "New Idea" Furnace put in by Mr. W. L. Parrish of Port Perry, would say that I am more than pleased with it. Our home is heated as it never was before and we burn no more coal than with stoves. I never spent money that gave me more pleasure.

J. T. Dobson

THE "NEW IDEA"
WARM AIR FURNACE
BURNS COAL OR WOOD

The above letter is only one of many that we have received from satisfied users and dealers alike. If you would care to handle this Furnace in your town, write us for particulars of our attractive agency proposition. Our furnaces are sold with a guarantee.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

WESTERN REPRESENTATIVES.

F. C. Moore, 134½ Higgins Ave., Winnipeg
W. C. Chester, Hamilton Street, Vancouver

If interested tear out this page and place with letters to be answered.

WILT

High Speed and Carbon Twist Drills, Reamers and Milling Cutters

Wilt Tools **insure** ***quality.***
Quality **insures the** ***demand.***
Demand **insures your** ***production.***
Production **insures your** ***profit.***

**"Where there's a WILT—
there's the Way"**

Trade WILT Mark

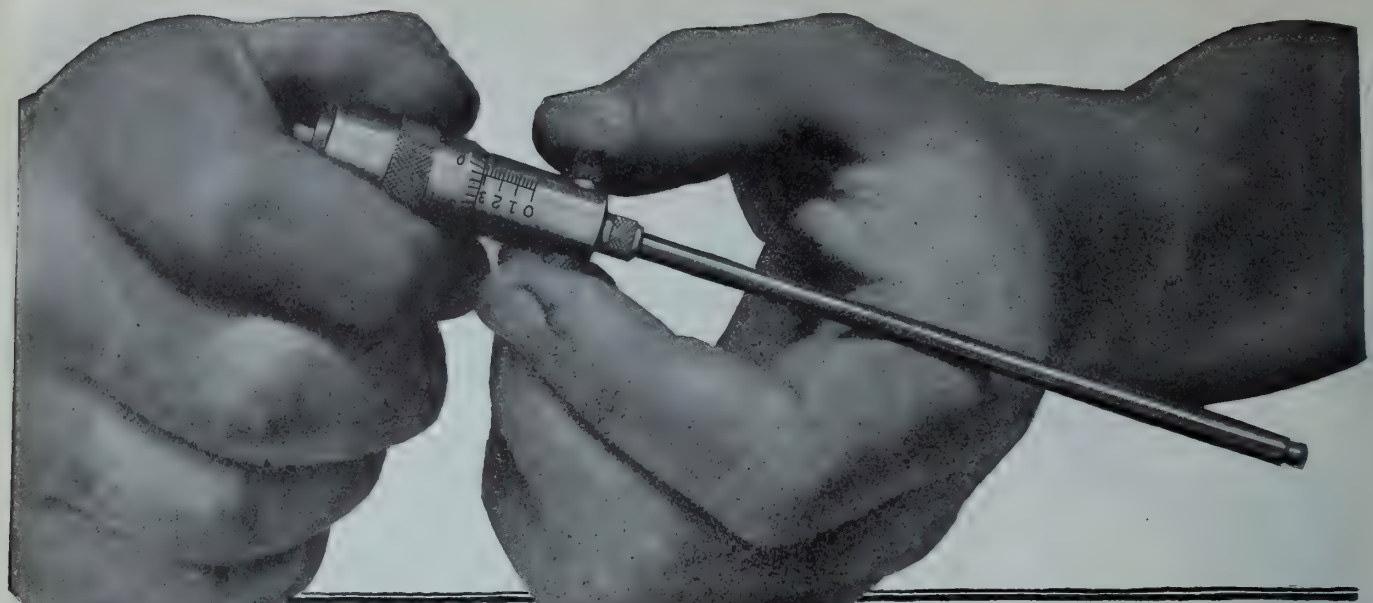
ASK YOUR DEALER OR WRITE DIRECT FOR OUR CATALOGUE "C"

Wilt Twist Drill Company

of Canada, Limited

Walkerville **Ontario**

If interested tear out this page and place with letters to be answered.



Sell Starrett Tools

"Their working points *are* the best talking points of Starrett Tools."

"Let's see an inside 'mike'," demands the machinist.

You show him a Starrett. The fact that the "mike" *is* a Starrett gives him confidence in the tool and in you. He knows that, for forty years, the Starrett name has stood for absolute and *lasting* accuracy.

The mechanical features of a Starrett Inside Micrometer — its adjustable anvils of hardened steel, the way the extension rods set into the head, the strength and wearing qualities of the tool —these and many other "working points" appeal forcefully to the mechanic. And among the many varieties of Starrett Inside "Mikes" he's sure to find one that exactly fits his work.

Your cash register never shows your full receipts from Starrett Tool sales. The repeat sales and the good-will advertising they bring you are profits you can't figure in mere dollars and cents.

Write for free copies of this sales-building book, "The Tools Mechanics Buy."

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-105

Starrett Hack Saws

If interested tear out this page and place with letters to be answered.

If interested tear out this page and place with letters to be answered.

FAIRBANKS-MORSE

FAIRBANKS-MORSE QUALITY

F M

100%

Mastering the Waters of the World

Mastering of the waters of the world has been and is an important factor in the advancement of civilization. The Canadian Fairbanks-Morse Co. Limited, claims its share in this advancement.

No matter where you live, or what your business, you are constantly dependent on pumps for the water you drink, for the protection of your home from fire, or the production of the things you use, wear, and eat. And quite likely it is a Fairbanks-Morse pump, for Fairbanks-Morse pumps have long been recognized as standards—dependable pumps, constantly giving maximum service under the most exacting conditions.

The Canadian Fairbanks-Morse engineers know the pumping problems of Canada and, with all the resources and reputation of this national institution behind them, have developed pumps that meet every requirement and meet it with a product that is worthy of being branded "Fairbanks-Morse 100% quality."

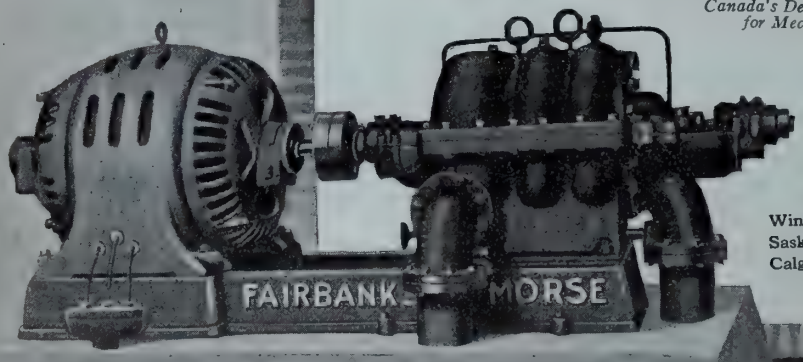
Make this mark your guarantee of satisfaction and our catalogue your buying guide.

The Canadian Fairbanks-Morse Co., Limited

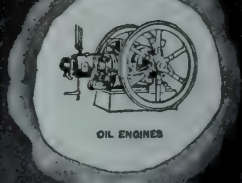
Canada's Departmental House for Mechanical Goods

Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, St. Catharines, Windsor, Winnipeg, Saskatoon, Regina, Calgary, Vancouver, Victoria.

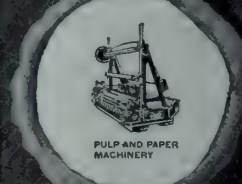
15

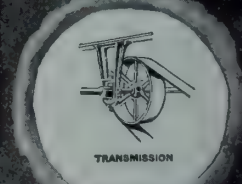


VALVES AND STEAM GOODS

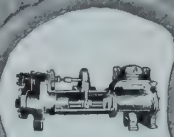

OIL ENGINES

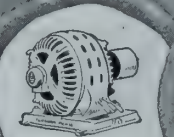
MACHINE TOOLS


PULP AND PAPER MACHINERY


TRANSMISSION

AUTOMOTIVE EQUIPMENT


PUMPS


DYNAMOS AND SUPPLIES

SCALES

MACHINE SHOP SUPPLIES

CONTRACTORS' EQUIPMENT

RAILWAYS SUPPLIES

If interested tear out this page and place with letters to be answered.

GTD
REG U.S. PAT. OFF.

Are you Mechanic enough to see it?

When you get a shipment of new tools, do you ever take one of them in your own hands, look it over and study its improvement over its old-fashioned ancestor of a dozen years ago?

Here is an improved threading tool, just put on the market. It is the GTD Opening Die Stock. The workmen who made that tool were proud of it. The workman who is going to use it will be just as proud when he sees its capabilities, its speed, its new-found precision, its ability to cut threads both over and under size.

When you put this tool in stock, will it just pass through the store to the shelves and then to the customer who chances to ask for it — or will you familiarize yourself and your sales people with it — so that you can actually recommend it to the shop-foreman or superintendent in your trade area who doesn't know about it?

GTD is building tools which merit intelligent — not haphazard — selling. Our fullest co-operation is available to merchants who ask for it.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO
Successors to
WELLS BROS. CO. OF CANADA, LIMITED

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

Send for our No. 40 catalog (pocket size) and other information about GTD tools. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.

GTD
Corp. of Canada, Limited
Galt, Ontario

Send latest No. 40 catalog and put my name on your mailing list to receive information about your threading tools wherever issued.

Name of person _____

Firm _____

Address _____

H&M 219

If interested tear out this page and place with letters to be answered.

Two Judges of Good Tools

WHEN a real mechanic comes to you for tools, you always show him your best. Errors in design, flaws of workmanship will never escape his keen eye. It's mighty satisfactory for you and him to display the Millers Falls line.

Men whose handicraft earns their living are not the only judges of tools. The amateur, who works about the house or builds furniture during the winter evenings, is often as shrewd as the professional. This "Saturday Evening Post" advertisement asks him to judge Millers Falls Tools close by examination — and to ask your opinion, too.

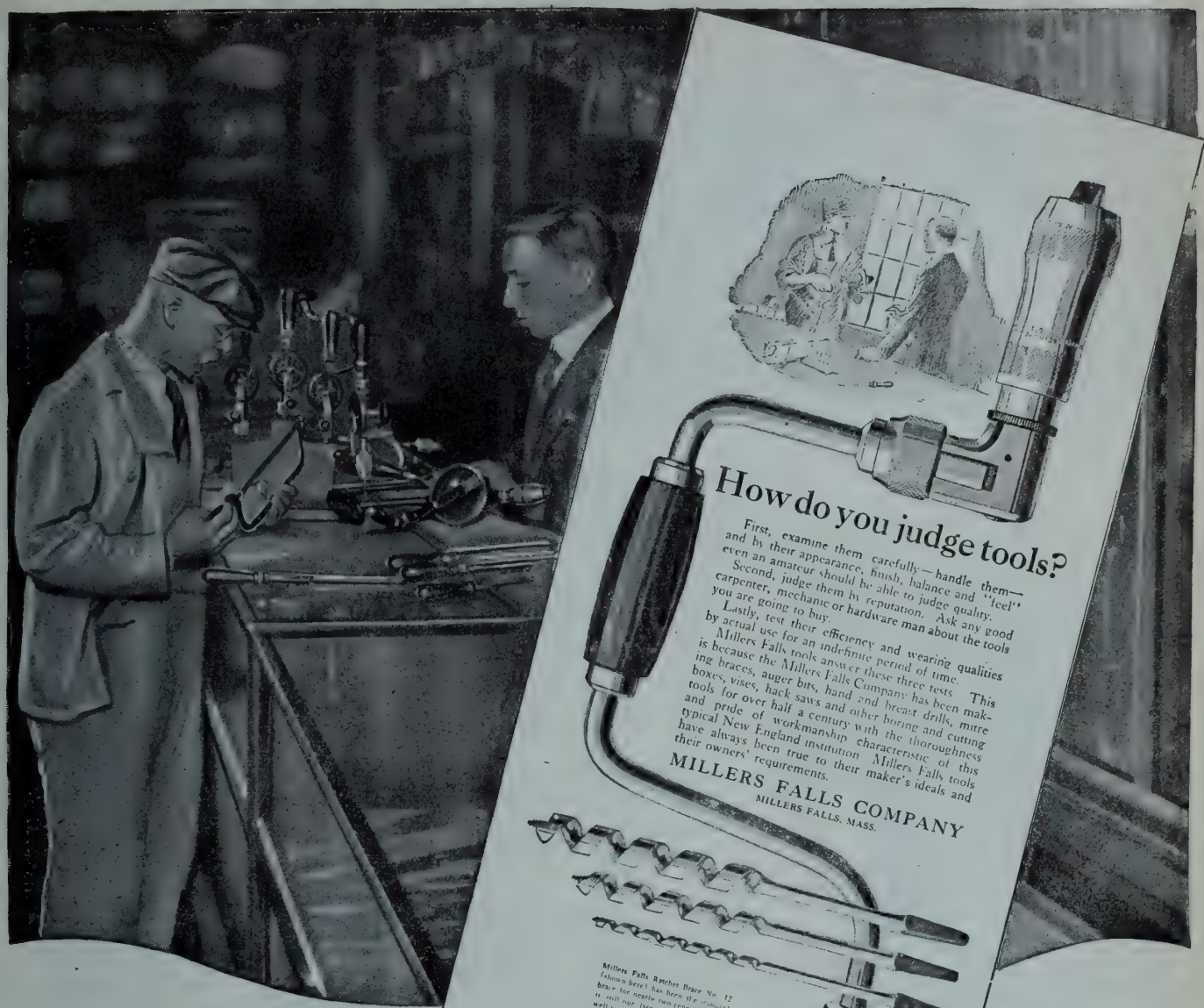
Fifty years of service to you and your customers make us reasonably sure that your opinion will be favorable!

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.

Makers of Millers Falls and Universal Hacksaw Blades

Canadian Agents: Adcock & Brewer, Ltd., 222 St. James St., Montreal, Que.

If interested tear out this page and place with letters to be answered.



How do you judge tools?

First, examine them carefully—handle them—and by their appearance, finish, balance and "feel" even an amateur should be able to judge quality.

Second, judge them by reputation. Ask any good carpenter, mechanic or hardware man about the tools you are going to buy.

Lastly, test their efficiency and wearing qualities by actual use for an indefinite period of time. This Millers Falls tools answer these three tests. This is because the Millers Falls Company has been making braces, auger bits, hand and breast drills, mitre boxes, vises, hack saws and other boring and cutting tools for over half a century with the thoroughness and pride of workmanship characteristic of this typical New England institution. Millers Falls tools have always been true to their maker's ideals and their owners' requirements.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.

Millers Falls Ratchet Brace No. 12 (shown here) has been the standard brace for nearly two generations and is still our largest seller. Has our well known 3 gear crank with all-cut gears of forged steel. The ratchet is of the lever pattern and the head ball-bearing. Cocobolo handles. Other parts nickel-plated and finest material throughout

MILLERS FALLS TOOLS

The Berkshire Hills country —the home of Millers Falls Tools

THIS advertisement of our No. 732 Ratchet Brace appeared in The Saturday Evening Post of September 18.

MILLERS FALLS TOOLS

If interested tear out this page and place with letters to be answered.

The "Seafoam"

ELECTRIC POWER

Washing and Wringing Machine

Wrings While it Washes, Washes While it Wrings

is a common-sense washer and wringer that sells for a price that meets the popular demand. It is a Canadian-made machine that has been giving real satisfaction for ten years. Dealers who have not handled the Seafoam are missing much washing machine business. It can be readily sold to people who are keen buyers — who appreciate value, because they can secure a washing and wringing machine at a reasonable price that is not surpassed anywhere, at any price. The Seafoam does thoroughly all the washing and wringing by power without wear and tear on the clothes, and what machine will do more —even at double the price.

SEAFOAM FEATURES

Unsurpassed washing principle —wooden dolley moving halfway around and back forces the hot suds through the clothes and thoroughly washes them in a few minutes.

Cypress tub—nothing to corrode or tear clothes—keeps water hot.

Reversible wringer with highest grade rolls—will start, stop or reverse instantly. Controlled by lever conveniently placed at side of tub.

Safe to operate—as being belt driven the motor is protected against overloading. All gears being covered the danger of accidents is removed. Safe for children to be around.

Simple in construction—does not easily get out of order.

Attractively and durably finished. Shipped complete ready to operate on ordinary house lighting service.

ALSO SUPPLIED FOR GASOLINE ENGINE POWER

DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON, MONTREAL

Western Representatives:
HARRY F. MOULDEN & SON, WINNIPEG

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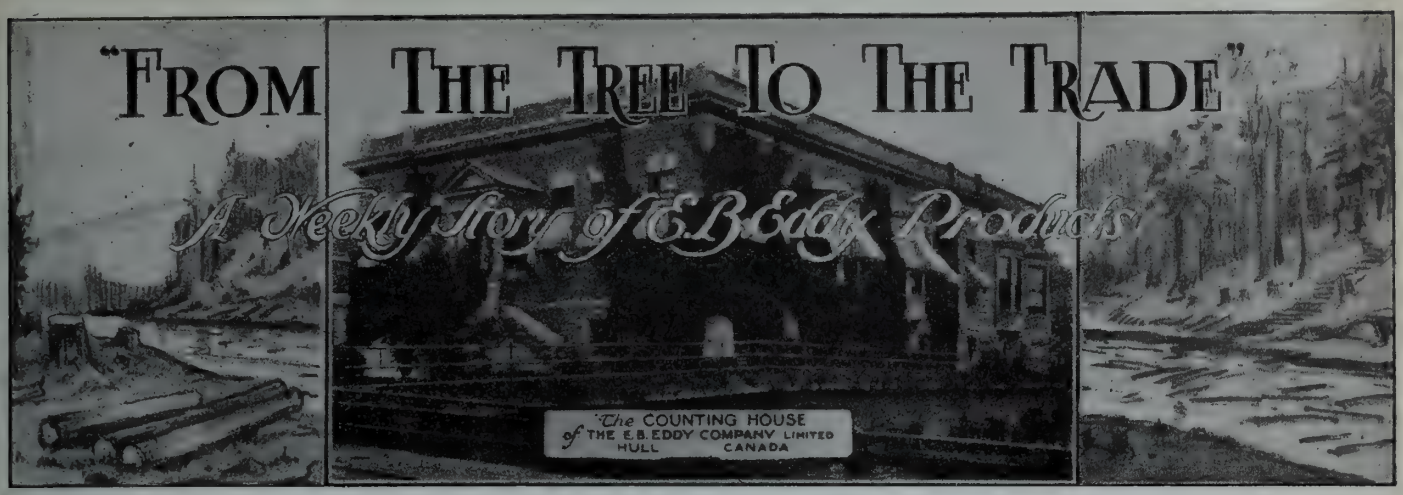


Story for Week Dated Oct. 2, 1920 **Being No. 25 in the Series**

Making Eddy Co. Sulphite Fibre: "Cooking" in the Big Digesters

IT is when you come to the digesters that the great difference between making mechanical pulp and making sulphite pulp becomes most evident. The wood has been reduced to chips mechanically, but there ends the mechanical effort required. Within the digesters there is no machinery. They are simply huge sealed cauldrons in which, under the action of steam and acid, the wood loses all its resin and non-fibrous substances, and becomes pure white, silky fibre fit for the finest paper-making.

The first battery of digesters at the Eddy Plant consists of four big boilers, each forty feet long by thirteen feet six inches in diameter. They are made of steel three-quarters of an inch thick, and inside the steel sheathing there is an acid-proof lining of brick and cement nine inches thick.

The wood chips tumble through a man-hole in quantity sufficient to fill the digester about two-thirds full. The digester is sealed up securely, except for the pipes and valves through which acid and steam are admitted according to the requirements of the Eddy Process (which is, of course, a secret). The time of "cooking" varies according to the exact quantity of pulp required. Slower cooking gives a longer fibre, and makes for a stronger paper. As originally devised the sulphite process used to take as long as twenty-four hours. Now seventeen hours are sufficient for a thorough "cooking," and the process can be accomplished at need in as short a time as ten hours.

After the chips have cooked for the prescribed period, the acid is run off, and water is run in clear and pure to wash the cooked fibre. For four hours at least the washing process is kept up. Then when the water is drained off, men enter the digester with shovels, and dig out the fibre which is now white and tenacious, but which has still many processes to go through.

From Wood Pulp the Eddy Company make a host of useful products. Perhaps none is more in demand nor serves more useful purposes than the interesting and convenient paper specialties.

Now, when women are becoming greater patrons of the hardware store, a stock of paper serviettes are in harmony with the stocks of cut-glass and chinaware. Various industries are purchasers of Eddy Paper Towels.

Eddy's Paper Specialties

The sale of Eddy Paper Fixtures—the "Onliwon" Towel and Toilet Paper Fixtures —is a paying line for the hardwareman.

If interested tear out this page and place with letters to be answered.

Judge by Your Own Home!

INQUIRY at your home tonight will disclose that your Bissell Carpet Sweeper is in *daily* use and considered a necessity, no matter what other cleaning devices you may have for periodic use. Other homes find the sweeper just as needful. The Carpet Sweeper has maintained this position of indispensability through fourteen years of vacuum sweeper enthusiasm and disappointments. And of all home utilities, the Bissell Carpet Sweeper is perhaps the least "mechanical", the most automatic in action and service and entails the least trouble chasing.

Moral—Order Your Fall Requirements Early

Bissell's Vacuum Sweepers (*with suction power greater than some electrics*) furnish efficient cleaning for those homes not wired for electricity or who count the cost. You probably have many such customers Remember there are no motor or other intricate parts to cause annoying complaints. They do the work. They are a satisfactory article to sell.

BISSELL CARPET SWEEPER CO.

of Canada, Limited, Niagara Falls, Ont. (Factory) and

GRAND RAPIDS, MICH.

OLDEST AND LARGEST SWEEPER MAKERS

If interested tear out this page and place with letters to be answered.

$1,000 IN CASH PRIZES

GENCO WEEK---NOVEMBER 8 to 13

Enter your store in the window display contest to be held during Genco Week, November 8 to 13. Win one of the cash prizes and increase your razor sales. The window will mark your store as a place where any man can buy

"The Razor That Will Shave Him"

Genco Advertising is telling millions of readers that there is a "Genco Razor for every kind of beard and skin."

The full page advertisements in MacLean's for Nov. 1 and Grain Growers' Guide for Nov. 3, will call attention to the special display and demonstration that Genco Dealers will make during the week following (Nov. 8 to 13).

One thousand dollars in cash prizes will be awarded the best 46 window displays during that week.

Every dealer who enters the contest will receive attractive display material free, with express and duty paid.

Dealer is not obliged to buy a Genco assortment or any other material in order to compete for the prizes.

It is not a condition that Genco Razors must be displayed in the competition and the displays in which Genco Razors do not appear will be given the same consideration as those in which they do appear.

Be sure to have a Genco Display Assortment on your cutlery counter.

Each assortment contains razors for every kind of beard and skin.

Order one now and receive the handsome display cabinet. If your Jobber cannot supply you, write us.

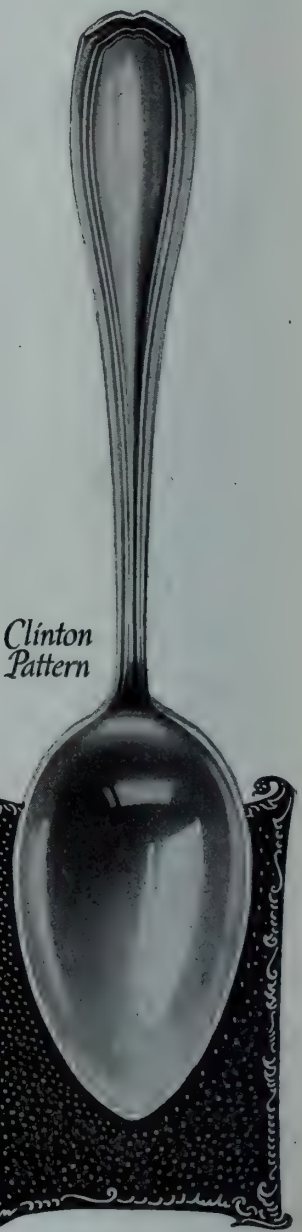
Write for free display material and further information concerning the contest.

GENEVA CUTLERY CORPORATION

159 Gates Avenue **Geneva, N.Y.**

If interested tear out this page and p ace with letters to be answered.

A moderate priced line, selling readily, continuously, and with good profit.
Its value is consistent with its charm.
Its wear-value—guaranteed without time limit—is the manufacturer's obligation to you the dealer, as well as to the consumer.
You are *safe* when you recommend Wm. Rogers & Son goods.



Clinton Pattern

"THE BEST AT THE PRICE"

Wm. Rogers & Son Silverplate

Made and Guaranteed by WM. ROGERS MFG. CO., Ltd., Niagara Falls, Ont.
Also made in United States by Wm. Rogers Mfg. Co., International Silver Co., Successor, Meriden, Conn.

If interested tear out this page and place with letters to be answered.

GOODELL-PRATT

1500 GOOD TOOLS

No. 6

BREAST DRILLS

28 Sizes and Kinds

The Big Complete Line

They have the quality the user demands and yield the profits the seller expects.

A good variety of one make reduces your selling expense and increases your profits.

New catalogue for dealers just out. Did you get yours?

Our complete line also includes a great variety of tools for the toolmaker, motorist and carpenter.

Goodell-Pratt Company

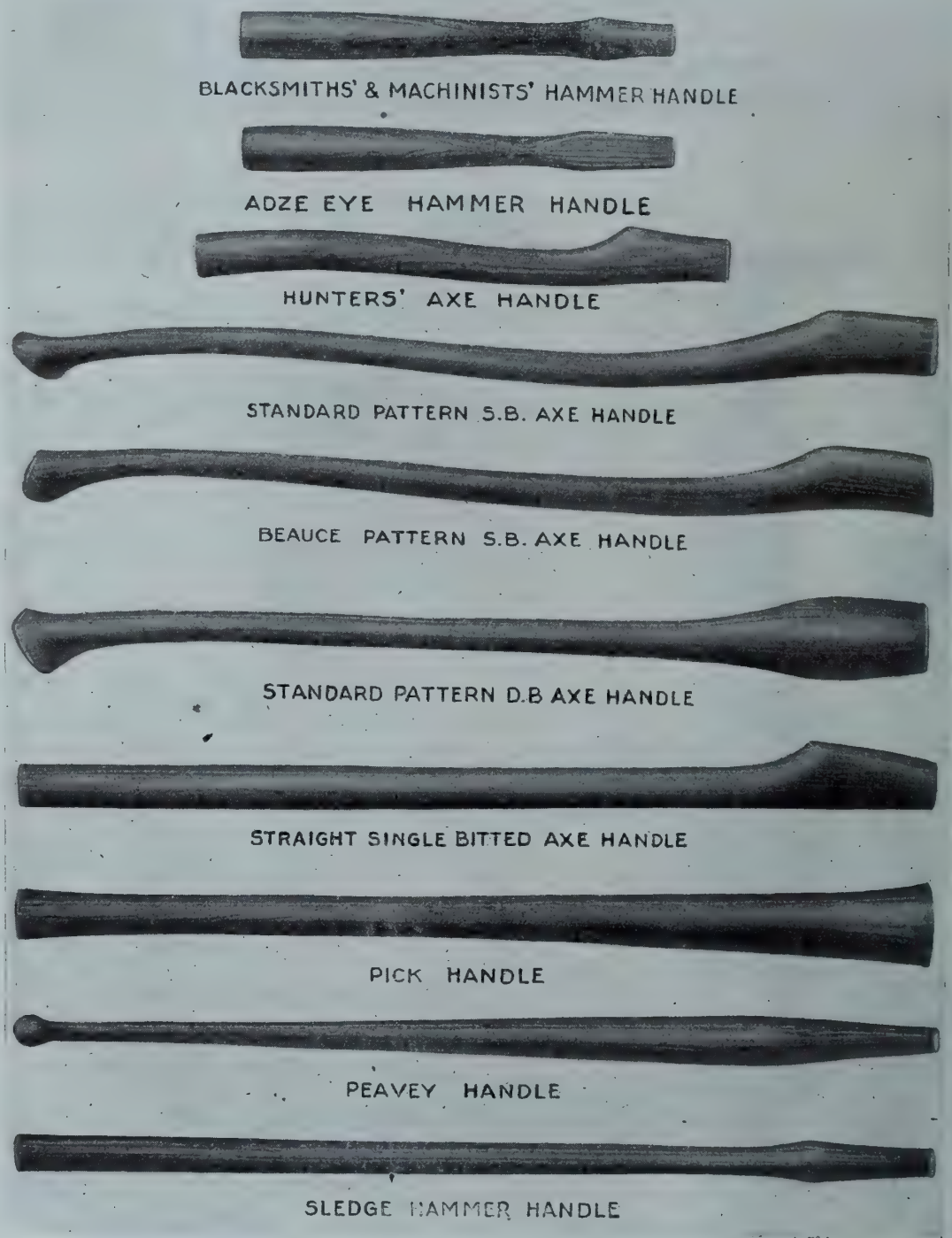
Toolsmiths

Greenfield, Massachusetts, U.S.A.

If interested tear out this page and place with letters to be answered.

HANDLES MADE FROM THE CHOICEST LUMBER

SEND US YOUR SPECIFICATIONS IN NOW AND HAVE YOUR STOCK IN EARLY. YOU'LL SAVE MONEY AND TIME.



THE J. H. HANSON COMPANY, LIMITED

MONTREAL, CANADA

If interested tear out this page and place with letters to be answered.

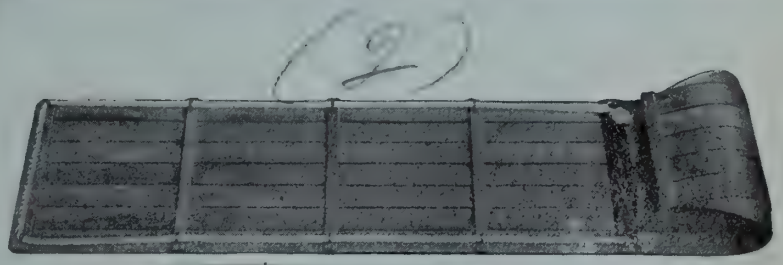
TOBOGGANS

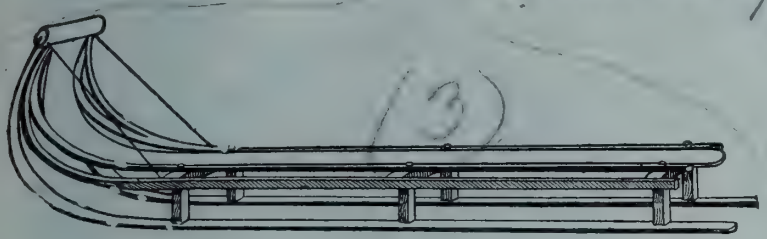
WRITE US NOW FOR CATALOGUE AND PRICES. YOU ARE WELL ADVISED TO PLACE YOUR ORDERS NOW. THE SEASON WILL SOON BE HERE AND DEALERS HAVING THEIR STOCK ON HAND WILL GET THE EARLY BUSINESS.

Made of clear seasoned birch, highly polished and oiled also with varnished hoods. Can be obtained with slats all equal in thickness—centre and two outside slats thicker than the others or shoed with a half round hardwood or steel runner. Cable best quality twisted cotton.

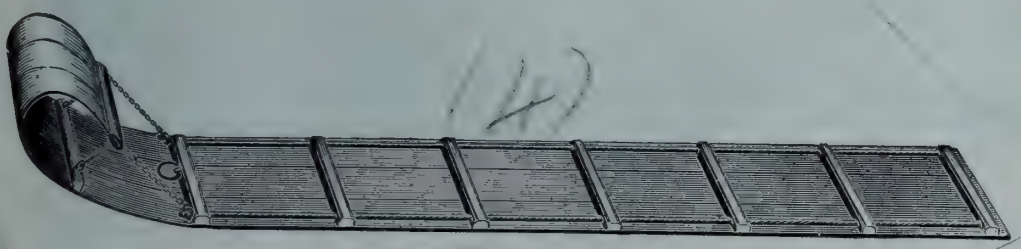
This toboggan is made similar to the above with the exception of the hood, which has two outside slats turned in under hood, giving the toboggan a better looking shape and protecting the hood.

Widths 17" and 17½". Lengths 3 ft. to 9 ft.





COBALT SLEIGHS, total width about 16", height 6", manufactured specially for the benefit of miners, hunters, shanty and sportsmen. This sleigh only weighs 1½ lbs. per lineal foot and is just the article for transporting provisions, tents and other bushmen's outfits.



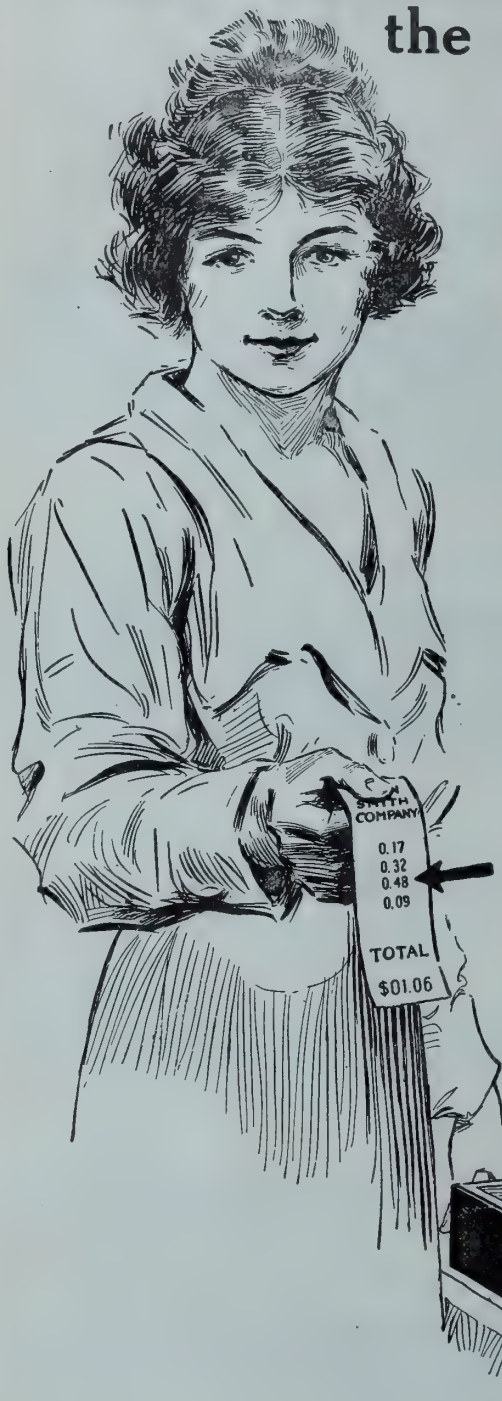
WOODSMAN toboggans are popular with hunters, miners and sportsmen. Built of selected birch, three pieces to a toboggan and are ½" thick at centre, tapered down to the front. They are 14" wide at the middle and tapered to 12" at front and back. Total width 14", lengths 6 ft. to 10 ft. Weight 2¾ lbs. per lineal ft.

THE J. H. HANSON COMPANY, LIMITED

MONTREAL, CANADA

If interested tear out this page and place with letters to be answered.

This clerk makes no mistakes in adding the items of a sale



SHE records the price of each article on the new kind of National Cash Register. The register does the adding. The total always is correct.

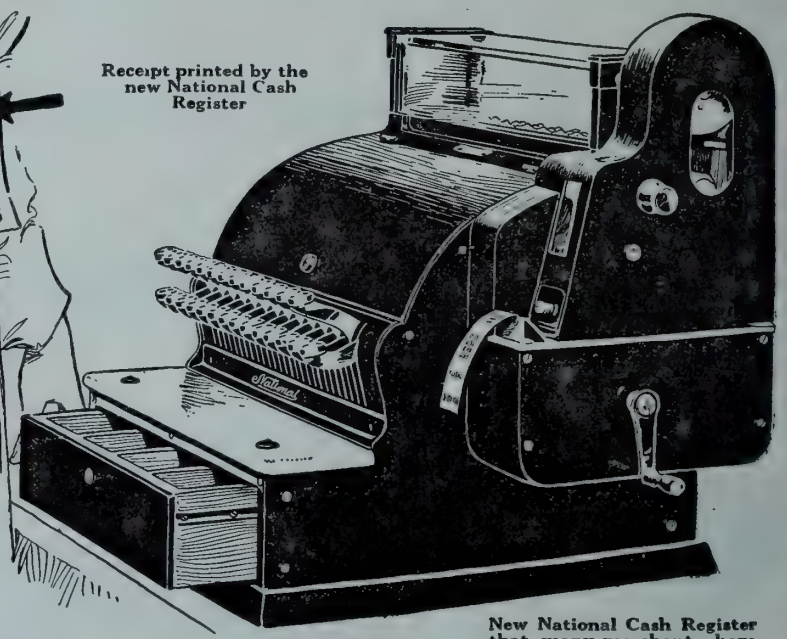
No mental addition, and no mistakes.

The register also does many other important things for merchants, clerks, and customers.

Every merchant should know about this new cash register.

Let our branch manager explain it to **you.**

Receipt printed by the new National Cash Register



New National Cash Register that many merchants have been looking for

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED
TORONTO, ONT.

If interested tear out this page and place with letters to be answered.

I·XL RAZORS

GEO. WOSTENHOLM & SON, LTD.

SHEFFIELD, ENGLAND

No. 2000

PEERLESS

No. 1000

CONQUEROR

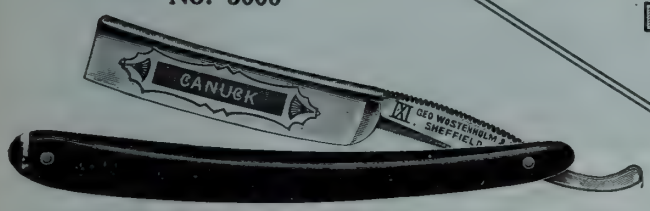
I·XL RAZORS

are made of the finest grade of Sheffield razor steel, by a selection of skilled workmen who pay most careful attention to the grinding and tempering. Each blade is carefully honed and tested before leaving the factory, and a written guarantee is placed in every box.

A merchant may build his reputation on the I·XL Brand, as it speaks for itself, creates satisfied customers, adds to the reputation of his business, and saves time and expense in making sales.

Write for Our Booklet of Illustrations and Descriptions

No. 5000



CANUCK

No. 5001

IMPERIAL

A complete assortment of Wostenholm Cutlery may be had from any reliable wholesale house throughout Canada.

A. MACFARLANE & CO., LTD.
MONTREAL, QUE.

Sole Agents for Canada

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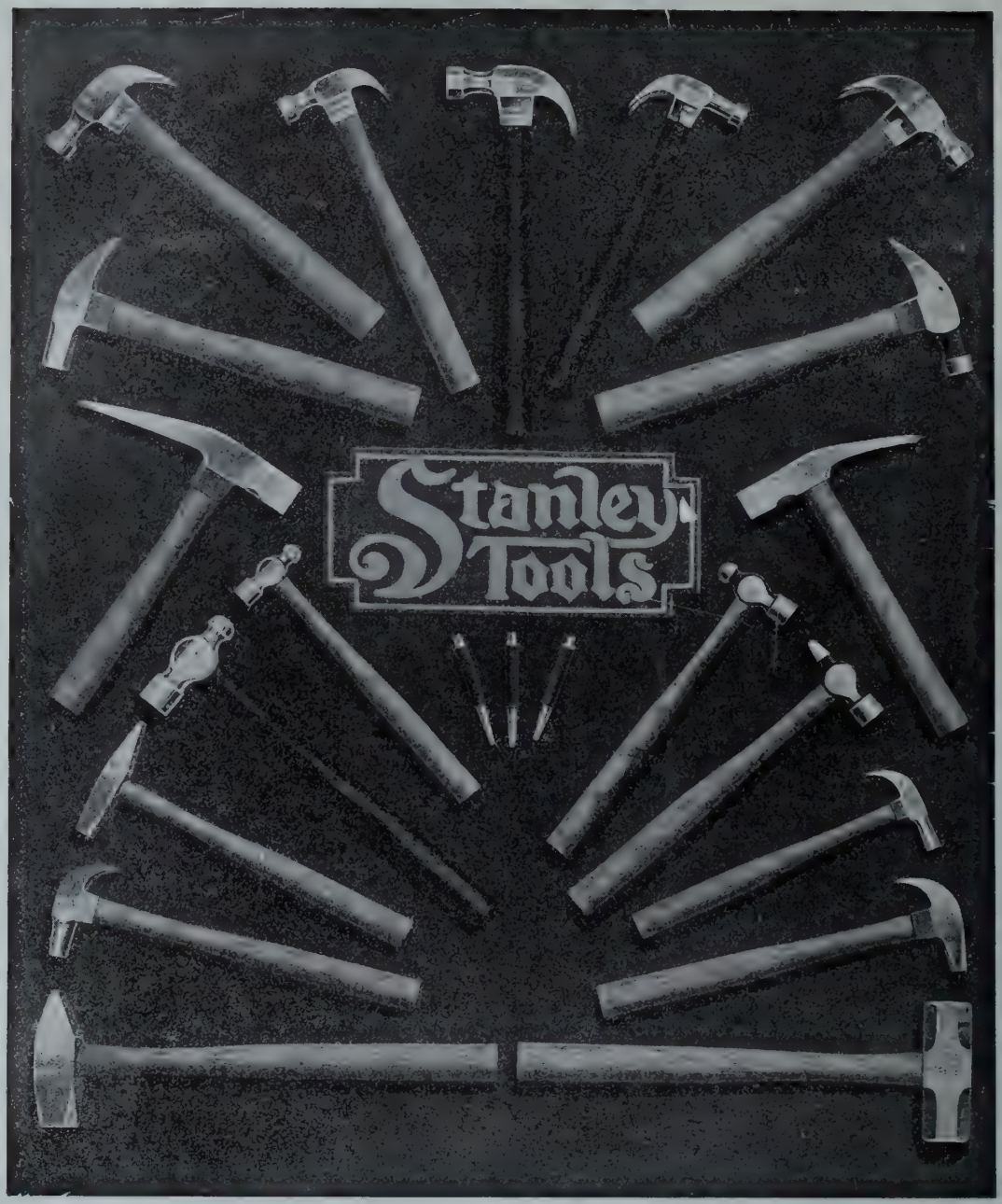

STANLEY HANDLED HAMMERS

For CARPENTERS, MACHINISTS, BRICKLAYERS, FARRIERS, TINNERS, BLACKSMITHS and ENGINEERS.

The heads are made of special steel, carefully forged, hardened and tempered.

The handles of selected second growth white hickory.

The improved method of fastening the heads to the handles makes it practically impossible for the head to fly off.

The above features, together with their specially fine finish, make them a very attractive line to carry.

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.
CANADIAN REPRESENTATIVE:
A. MacFarlane & Co., Limited, Montreal, P.Q.

If interested tear out this page and place with letters to be answered.

DISSTON

TOOLS FOR THE MOTORIST AND MECHANIC

Sell the autoist and mechanic **good** tools—or it is better not to make the sale.

Few workers subject their tools to as great a strain as do the mechanics working on automobiles and engines. A poor tool simply will not do the work; if you sell that kind, the result is dissatisfied customers.

The dealer who sells Disston tools makes two profits—he builds up his trade through satisfied customers and gets a quick turnover.

Have you seen the new Disston "Kleen-Spark,"—a double tool in one piece, handle covers over each end, one end a magneto file, the other end a knife blade,—for cleaning spark plugs? A very compact, efficient tool not much larger than a pencil,—a tool that the motorist has long been calling for.

Do you know about the Disston 38 Screw Driver—"the strongest driver made"? And the Disston machinists' and bearing scrapers? And the Disston hack saws and blades?

The Disston Magneto Files are **real** files; carefully and accurately made of high-grade Disston Steel, made to "stand up" to the work for which they are intended.

These tools are all of the same high grade steel and workmanship that has made the Disston Hand Saw the quality standard of the world.

Ask your jobber or write to us for complete information.

HENRY DISSTON & SONS, Limited

2-20 Fraser Ave., Toronto

DISSTON KLEEN-SPARK

DISSTON MAGNETO FILE

DISSTON NO.38 SCREW DRIVER

DISSTON NO.95 KEYHOLE SAW AND PAD

DISSTON MACHINIST SCRAPER

DISSTON HACK SAW FRAME & CHROMOL BLADE

If interested tear out this page and place with letters to be answered.

80% of the leading Hardware Jobbers carry PYREX.

They admit PYREX is a profitable line.

It's an all-year-round seller, and always attracts the eye of the housekeeper.

A display of PYREX is all that is needed to sell it.

PYREX

TRANSPARENT OVEN DISHES

Are all-year-round sellers

PYREX is nationally advertised.

PYREX is guaranteed.

The leading manufacturers of metal mountings have adopted **PYREX** for their standard insets.

Jobbers handling housewares have complete stocks of **PYREX.**

Genuine **PYREX** is guaranteed by the name stamped in every piece.

A booklet, "How to Sell More," will be posted to buyers and salespeople free on request.

Pyrex Sales Division
CORNING GLASS WORKS
World's Largest Makers of Technical Glass
559 Tioga Avenue, Corning, N. Y.

If interested tear out this page and place with letters to be answered.

Back of Every Brown & Sharpe Tool

The reputation and experience of 70 successful years in the manufacture and sale of fine tools.

We Protect The Dealer

Brown & Sharpe Mfg. Co. Providence, R.I., U.S.A.

If interested tear out this page and place with letters to be answered.

Butterfield Tools

For Increasing Production

That Butterfield tools directly increase production is well known and accepted as an established fact by mechanical men everywhere. If it were not already proven by forty years of actually doing it, it would still be a matter of simple, logical demonstration because their fast-cutting qualities mean more work turned out; their precision and accuracy eliminate "scrapping" of spoilt pieces; the superiority of the material and temper means less time required for sharpening. Do you wonder that Butterfield carbon and high-speed twist drills, reamers, milling and gear cutters, taps and dies are the best sellers in hardware tool departments?

Butterfield & Company, Division
Union Twist Drill Company
Rock Island, Que.

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway, and Denmark, Ab. Sigfr. Anderson & Co. Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.

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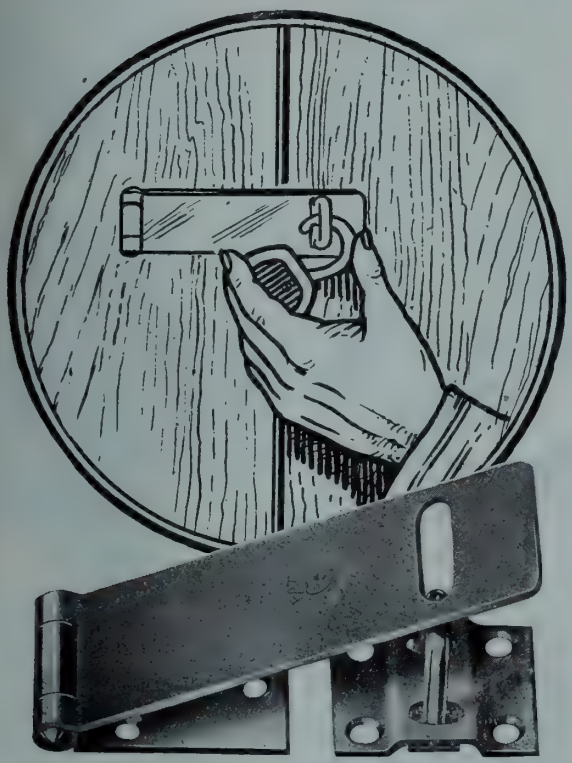
Safety Padlock Hasp No. 915

Positive Security



WHEN closed all the screw holes are covered, making this Hasp as nearly burglar proof as possible.

Made in Wrought Steel in sizes 3-4½-6 inches.

No. 915½ is the same as No. 915 except being extra heavy and made in 7 inch size.

Send for Booklet R 101.

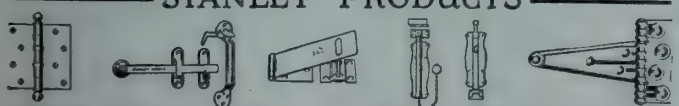
THE STANLEY WORKS

New Britain, Conn.

Canadian Selling Representative:

A. MacFarlane Co., Coristine Bldg., Montreal

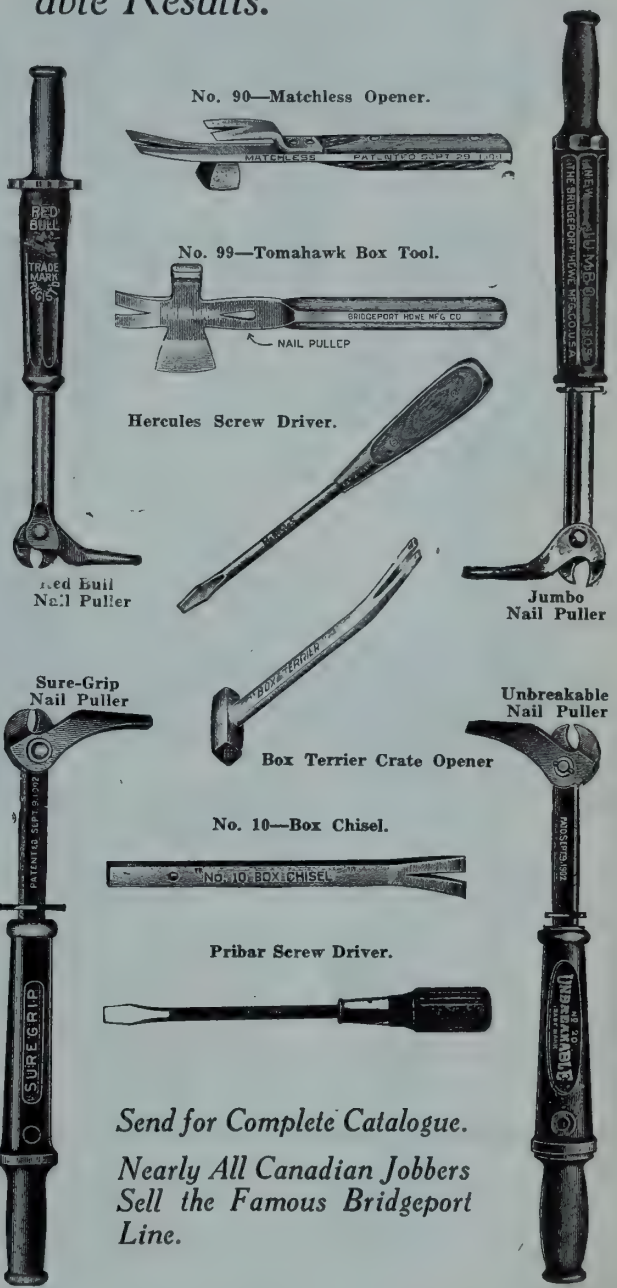
STANLEY PRODUCTS



The Stanley Works-New Britain, Conn., New York, Chicago.

BRIDGEPORT

A Popular Line of Tools that Sell Themselves with Profitable Results.



Send for Complete Catalogue.

Nearly All Canadian Jobbers Sell the Famous Bridgeport Line.

The Bridgeport Hardware Mfg. Corporation

Bridgeport, Conn., U.S.A.

Canadian Sales Representative: **W. J. Latimer**
122 Hilton Ave., Toronto

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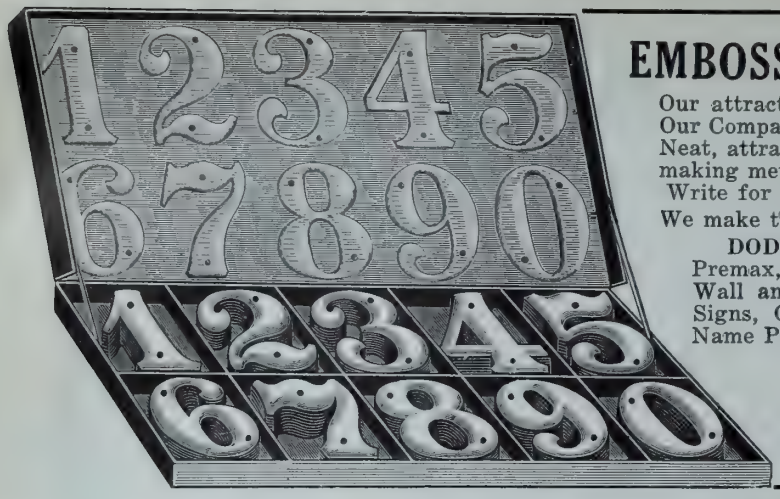


EMBOSSED SHEET METAL FIGURES

Our attractive figures, 8 sizes, 7 finishes, are quick sellers. Our Compartment Box contains 120 figures, 1 dozen each, 0 to 9. Neat, attractive, draws trade. A popular and convenient sales-making method of display for your benefit.

Write for Folder 14 and Sales Suggestions.

We make the following hardware specialties:

DODSON, ZENITH AND PREMAX HAME CHAINS

Premax, Jockey, Spreader and Stallion Chains, Wall Plugs, Wall and Veneer Ties, Sash Chains, etc. Street and other Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.

Catalog No. 25 on request.

Niagara Falls Metal Stamping Works

Niagara Falls, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada

VOL-PEEK

MENDS HOLES IN POTS AND PANS

Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and Operating Vol-Peek Mfg. Company)

More Prefitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

E. Roy,
65 1-2 St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If interested tear out this page and place with letters to be answered.

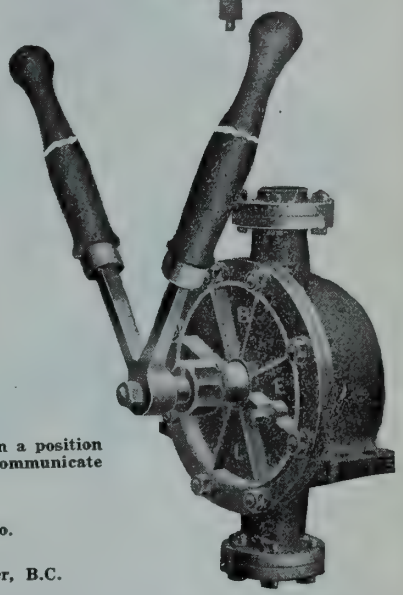
FIVE WORKS---OVER 3,000 EMPLOYEES

UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

Specialists in the manufacture of

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.



"UBEL" SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

Representatives for Canada (East of Alberta)
W. H. CUNNINGHAM & CO., 183 Church St., Toronto.
For British Columbia and Alberta
W. MASON ROOKE, M.I.M.E., 613 Dominion Bldg., Vancouver, B.C.

A VALVE for EVERY SERVICE

A Valve For Every Purpose Where A Valve Is Required

An assorted stock of Jenkins Valves will enable you to meet every customer's valve requirements. For the Jenkins line is complete—a dependable valve for every condition of usage, everywhere.

The original Jenkins always carries the Diamond Trade Mark cast upon the body of the valve. With so many inferior imitations on the market it will pay you to see that this stamp of Quality is on every valve you sell. It is a guarantee of Service and an assurance of customer satisfaction.

Jenkins Bros.

TRADE JENKINS MARK Jenkins Bros

LIMITED

TRADE JENKINS MARK Jenkins Bros

Head Office and Works: 103 St. Remi St. Montreal Can.
TORONTO *European Branch* VANCOUVER
6 GREAT QUEEN ST., KINGSWAY, LONDON, W.C.2. ENG.
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD

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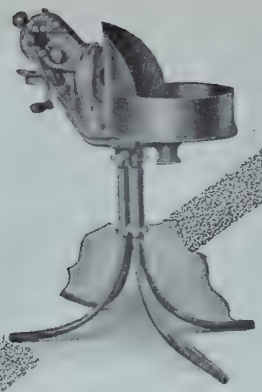
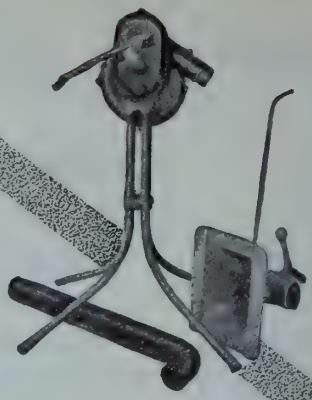




Built for Service

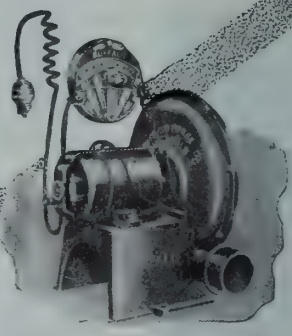
Blacksmiths and garagemen are determined to have the best that may be had in tools—their work to-day demands it.

Canadian Forges, Drills, Blowers, Punches and Shears are backed by the critical test of over forty years. Each machine is designed to meet specific requirements. Dealers find the Canadian line profitable sellers.

Write for complete catalog

Canadian Blower & Forge Co.

Kitchener, Ont.



ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. ***Ask for catalog "H M."***

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

If interested tear out this page and place with letters to be answered.

"Member Audit Bureau Circulation"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, OCTOBER 2, 1920 No. 40

CONTENTS

Firmness in Steel Market Maintains Hardware Prices 37
Increasing Utility of Motor Vehicles Makes Big Future For Accessories 39
Trapshooting Popular in New Brunswick 41
Editorial Comment 42
Plan Tour to Explain Taxes 43
News of Western Canada 44
Leaflet Announces Fall Goods 45
Events in the Trade 46
Ontario Headlight Law Becomes Effective 47
Newsy Notes of the Trade—Letter Box 48
Trade Enquiries—Catalogues 49
New Hardware Goods 50
Weekly Hardware Markets — Montreal, Toronto, London, Winnipeg, Pittsburgh 51-59
Establishing a Paint Service Department 60
The Brush Department 62
Floor Finish—The Shelf Starter 64
Weekly Paint Market 66-68

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

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Firmness in Steel Maintains Hardware Prices in Face of Sagging Market; Helps Accessory Trade

Lower Price Tendency Affects Practically Every Line Except Hardware—Drop in Automobile Prices Should Help Accessory Business—Duplication Caused Overproduction and Helped to Produce Slackness in Automobile and Other Industries—Lower Prices an Effective Stimulant

THE dropping of prices on a wide range of products in the United States is continuing and is followed on a somewhat narrower scale in Canada. The trend of price revisions in the United States may, however, forecast similar changes to come in this country within the very near future.

One of the large mail order houses of Chicago, which recently announced drastic price revisions, is said to be daily making refunds to 20,000 customers as result of reductions which run up to more than 50% on some lines and affect practically every line except hardware. In Canada hardware lines have recently been firm with a very few declines and these due to local circumstances rather than indicating a general trend. The opinion is expressed that prices must be reduced sufficiently to stimulate buying or a period of unemployment and stagnation will ensue. This appears to be the underlying motive in the present price reduction movement.

Statistics show that since this movement commenced in the United States, that 248 articles have been reduced in price. The largest number of these have been reduced to the extent of 1 to 11% while a few have been reduced as much as 40 and 50 per cent.

Firmness of Steel Maintains Hardware Prices

It is rather significant that price revisions in both the United States and Canada have not as yet affected the hardware trade to any appreciable extent. This is said to be the result of a shortage of iron and steel for several months past and for which there is little relief yet in sight. Dealing with this subject one New York authority says, "There are still several commodities that are notably high. Steel, for instance, has maintained its price stubbornly. The last week or two even this has shown some sign of yielding. Last month, for the first time in a year, the Steel Corporation reported a decrease in unfilled orders. If the forward business of this great corporation has begun to shrink, one can imagine what must be happening to the independents who have been asking decidedly more for their products. A recession to at least the Steel Corporation's level is pretty generally predicted. Whether it will be beyond this remains to be seen, but it is at least possible."

It is further stated that two things which this readjustment has demonstrated are that the old law of supply and demand is still functioning and secondly that the recent high prices were not primarily, the result of profiteering by sellers but of competition by buyers. As soon as prices reached the point where buying contracted it became quickly evident that there was really plenty to go around and the moment competition materialized, sellers had to reduce prices. It is stated that buyers really had themselves largely to blame for prices paid and now that they have grasped the fact that it is no longer necessary to bid up to secure articles a more healthy competitive condition is expected. Profits under these conditions will be very different, it is pointed out, but as soon as the markets have found themselves they will still be substantial.

Giving a different opinion on the steel outlook the head of a large steel corporation says: "I do not believe you are going to see lower prices for steel for a long time to come. Wages are at the high mark and we will have to provide for the increase in freight rates. Besides most steel companies are booked well up into next year. A small advance in steel prices is more likely. If the railroads enter the market as purchasers on a large scale, steel prices will go higher, but the advance will not be pronounced."

Iron and steel being basic materials of hardware commodities, the reason is apparent from the foregoing why prices of hardware goods have not yet been reduced as have other goods.

Reduction of Automobile Prices

While hardware lines have not yet been reduced one thing of importance to the trade is

the fact that prices on many lines of automobiles have been reduced. Up to the time of going to press, price reductions by the following seven manufacturers of automobiles have been announced:—Ford, Franklin, Studebaker, Hudson, Essex, Willys-Overland. These reductions amount to $400 in some cases.

Prices of second-hand automobiles have also been reduced in proportion to the reductions on new cars. The result of this all round reduction in prices of automobiles will be to increase the number in use with a consequent extension of the market for auto accessories. It is a well known fact that for some time past the automobile manufacturing industry has been quiet. In many cities it has been possible to purchase an automobile and take delivery the same day as purchase, a thing which was unheard of a short time ago. Furthermore the factories of automobile manufacturers and subsidiary industries have been operating at less than capacity in recent months. Two manufacturers near Toronto recently laid off a large number of employees.

Selling Canadian Autos in United States

So quiet had the market become in Canada for automobiles that at least one Canadian manufacturer, the Gray-Dort Co., was shipping cars to the United States and selling them there. The drawback of duty charges helped to compete with U.S. makes as far as price was concerned. This occasion is said to be the first on record where Canadian automobiles were sold in the United States in open competition with U. S. cars and it may introduce a new era for Canadian automobile manufacturers if they are able to carry on such competition successfully. It is stated that people of the United States like the Canadian built car, realizing that it must be of very substantial construction to withstand Canadian roads.

Lower Prices Stimulates Business

It is evident that the condition of the of the automobile and subsidiary industries, as described herewith, was much the same as that existing in U.S. manufacturing circles prior to the recent price reductions. It was realized that a period of lower prices must be introduced in order to avoid further slackness, unemployment and consequent hard times.

Over Production in Many Industries

Overproduction, due to a number of reasons, has also undoubtedly had its part in bringing about the present condition. By this term overproduction is meant a condition brought about in the automobile and other industries due to the categorizing of enquiries as potential business. A man wanting an automobile would go to one manufacturer to buy and would be told that he could not get delivery for some months. He thereupon would proceed to another manufacturer, but not before his name and address were taken by the first. This process was repeated a number of times and the result was that perhaps five or six manufacturers would have the name of this prospect on their lists. This was looked upon as potential business and production carried out on that basis. The same difficulty was found in the steel and wire and other industries in the United States. One of the leading manufacturers of steel and wire in the U.S. discovered that he had many as ten orders from ten different jobbers for a car of wire which was ordered by one man. Fortunately in that particular case the discovery was made in time and the nine cars cancelled. Undoubtedly this process has been enacted many times over in this and other industries, all of which has helped to bring about the condition which now makes necessary a drop in prices to stimulate business.

Tax Stamps on November 1

After much delay the announcement is now made from Ottawa that stamps will be used after Nov. 1 in the collection of the excise taxes imposed on sales of luxuries by the budget legislation of the last session of the Dominion Parliament. Arrangements for the introduction of the new method of collection are being completed by the Customs and Inland Revenue Department. Stamps are being printed and perforating machines for their cancellation are being prepared for distribution free of charge to merchants dealing in taxable commodities.

From the luxury taxes the Dominion derived a revenue of $6,000,000 last month. Still larger returns are expected in months to come. Investigations by Inland Revenue officers are said to have disclosed cases of deliberate evasion of the tax law and cases of non-compliance due to ignorance of the provisions of the statute. In a score of cases of deliberate evasion, it is understood, prosecutions are being initiated. Thirty auditors were recently appointed to check returns of tax collections in various sections of the country.

Some Opinions From Montreal

In discussing this matter with hardware jobbers, stove manufacturers, and leaders in other lines sold through the trade, Hardware and Metal has found almost the same conditions, and similar comment has been made to the effect that early and drastic reductions are not in sight, and unlikely. The best summing up of the matter was given by the manager of a Montreal firm when he said: "A commodity which is not fundamentally correct as to price will find its level." What are the facts?

Continuing, this informant said, in part: "Foods, and some lines where they have gone up abnormally, have not been on a fundamentally correct basis; the advances have not been justified. For instance, in New Zealand sugar was selling, I know, for 6½ cents a pound when we were paying 23 cents. There is something fundamentally wrong there."

Referring more specifically to raw materials used by him in the manufacture of his lines: "Pig iron is selling for $68 a ton and more. Ship plates have been selling for as low as 4 cents a pound. And still pig iron is strong. We are manufacturing at very close to cost. Even if business should fall off—although it is still active—we cannot possibly sell for less than present prices. According to our production costs they ought to be higher. I know very well that we cannot expect any improvement as regards labor; wages cannot be reduced.

Other Sidelights

"A sack of refined sugar and a keg of nails sold for about the same price, roughly speaking, before the war," was another expressed view. "A keg of nails in 1920 costs a little over $6; a sack of sugar over $20. Some difference. There is no argument, looking at matters from this same viewpoint, for a sheer toboganning of hardware prices."

There may be, and doubtless are individual instances where some easing of prices will come, probably soon. This will first be probable on lines that are in limited demand, and which may be of somewhat unnecessary or impractical use. The fact must be recognized that the ornate and decorative is more taboo than it was, say six months ago, but the hardware man's lines are of the utilitarian type to such an extent that there be little cause for anxiety to the merchant who has conducted his buying along lines that have been suggested to his better judgment.

"We are still very busy, and the trade is buying freely, though carefully," commented a Montreal hardware jobber. "The best advice that a retail hardware dealer can be given is to continue buying carefully and to proceed along sensible and conservative lines. He can in this way keep his stock in good shape and avoid trouble. One of the best indications that we have at the present time as regards general business is that collections are good." And this view was expressed by many others. It indicates that the retail trade is closely following up this very vital end of their business, and they will be well advised to tread that path most consistently.

Making Comparisons

A rope manufacturer was discussing

(Continued on page 68.)

Increasing Utility of Motor Vehicles Makes Big Future Certain for Sale of Auto Accessories

Efforts Now Being Made to Keep Main Country Roads Open for Motor Vehicles in Winter—New Field of Business for Rural Dealers—Automobile Brings Increased Business in Many Ways—Lower Prices on Cars an Important Factor—Set of Rules for Winter Driving

EVERY year sees new strides made to increase the utility of the automobile. Such advances take the form of increasing its usefulness in a commercial way and also to increasing the comfort of motoring from the standpoint of the passenger car. No matter which phase is developed the general effect is to popularize the motor car and to offer a bigger field for the sale of automobile accessories.

The winter season is now approaching, the season when according to old custom the motor car's usefulness was considered to be pretty well over for another year and it was put away in storage. To-day however this action is no longer necessary, for advances in manufacture have rendered motor vehicles serviceable for the winter season, for both commercial and pleasure purposes. Furthermore, the preparation and use of cars for winter driving necessitates more expenditure in the way of accessories than at any other time of the year.

Lines for Winter Use

Winter driving necessitates the use of better tires than for summer; chains are also used more frequently over winter roads. For the comfort of the motorist, gauntlets and warmers must be used. Of the latter there are several types, some are connected with the exhaust from the engine and heat the car through an opening in the floor. Others are in the form of a portable heater for the feet, and still another device is an electrical apparatus for heating the hands on the steering wheel. Windshield cleaners are also much in demand during the winter season when snow and sleet block the vision. Rugs are another line to be featured at this season. Then, too, there are several points on which the dealer can give the motorist some information to help him prepare his car for winter driving. A different grade

An attractive window of automobile accessories recently dressed by Alex. Baillie, for the Sumner Co., Ltd., Moncton, N.B. Herewith is a very comprehensive showing of accessory lines, and each article is emphasized by being shown clearly and not all thrown together. It will be noted in the background that tires and chains are suspended and suitable literature is used at the back of the display. A glass shelf is also hung in the centre to display small articles which would otherwise be lost sight of. Lines which are of importance in winter driving are featured. In the centre is a cup donated by Mr. F. R. Sumner to the Moncton Amateur Baseball League and a shield presented by E. A. Reily for the best batting average. This interest in local sport is always well rewarded. The cup and shield provide a centre of attraction which makes the display more valuable.

of oil should be used in the engine in cold weather, and there is much information to be given about the care of tires in the wet and cold weather in order to get the maximum mileage. Such information is easy for the dealer to obtain and a set of rules for winter driving might profitably be prepared and hung in the accessory department for the information of customers.

A Help for the Rural Dealers

In the rural and farm districts motoring in the winter time has been handicapped in past years for reasons which have not been overcome by the advent of the car with devices to render winter driving comfortable. This handicap has been the result of inability to keep country roads sufficiently clear of snow to enable the use of a motor car in the winter. Now that the good roads movement is under way in all the provinces of the Dominion it is interesting to note that simultaneously a movement has been initiated to provide means for keeping country roads passable for motor vehicles during the winter months. Efforts are being made to increase the use of motor vehicles from a commercial standpoint, and it is quite evident that one of the biggest drawbacks is the inability of the motor car to give service during the winter time over country roads as compared with the rapid service which is at all times assured over the electric or steam roads. Therefore action is being taken to provide motor truck snowplows to keep the main arteries of travel open throughout the country during the winter, such means to be aided by the use of snow fences liberally distributed along the sections where drifting is liable to occur.

The Toronto-Hamilton Highway which is one of the most popular motor roadways in the country, has been kept open throughout the past two winters by the use of snowplows and so successful has this plan been that the work is expected to be extended to other roads during the coming winter. The snowplow is especially effective when the snow is falling and it is a matter of small difficulty to keep a road open by this means, notwithstanding the severity of the snow storm.

With improved highways throughout the Dominion, it is felt that there will be comparatively little difficulty in keeping the roads open. Traffic is naturally diverted to the best roadways, and with the volume steadily growing in this country, as it is bound to do, less difficulty will be experienced in providing the necessary equipment for snow clearing. The plans of the Government provide for a wider roadbed than exists in the majority of the country roads at the present time, thus rendering it more easy to keep the centre of the roadway free from deep snow.

This development will render the automobile of much greater value and will provide a big boom for accessory sales throughout the country. This movement can therefore have the support of dealers similar to that which has been given good roads movements.

A folder used by Sumner Co., Ltd., in connection with their automobile accessory trade. The statement is made that this folder, through force of circumstances, takes the place of the usual accessory catalogue issued by this company. It is for distribution to automobile owners and drivers throughout the district served by Moncton, and represents the wide extent of the accessory trade done by this store. Certain lines are of more importance at this season of the year than at others, and these can well be emphasized in all forms of publicity. Such folders can be mailed to a list of prospective customers, and handed out over the counter or enclosed in parcels.

Auto Brings Increased Business in Other Ways

The advent of the automobile has caused some changes in our national life and other changes will come as this mode of transportation undergoes further development. One interesting change which the advent of the automobile to the farming communities has brought about has been the alteration of farmers' shopping hours. In many parts of the country it is reported that where formerly big crowds of farmers came to town on Saturday morning to do their shopping, the big crowd of farmers now come to town on Saturday evening and bring their families with them. This is due to the fact that the farmer now has a more rapid means of travel and he can work during the day and get into town in short order in the evening. One important phase of this matter is that instead of driving in alone in his working clothes in the morning the farmer's whole family now come to town in the evening, dressed, to enjoy themselves. The logical result is that dealers in the towns now have a better opportunity of getting into close touch with their customers' families and of getting better results from window displays and other forms of publicity. Trade in many such centres has benefited greatly by this means so that the local hardware dealers in such centres stand to gain in more

Trapshooting Popular in New Brunswick

LARGELY through the encouragement of men representing various branches of the hardware trade in the Province of New Brunswick has trapshooting become a popular sport, and the extent to which this pastime is now engaged in is evidence of how valuable such a branch of this business can be made to the hardware trade. These are snaps taken at the St. John Trapshootings' Tournament held at Glens Falls, N.B., by HARDWARE AND METAL *representative. The first view on the upper left shows the members at the club house for ammunition. Next is shown Jack Learmont, the Dominion Cartridge Co., representative, working the traps. On the upper right Mr. Burrell, of Yarmouth, N.S., is shown working the trap for St. John men. The man shooting is Percy Seeley, of W. H. Thorne & Co., Ltd., St. John. On the lower left is shown a mixed team shooting. In the centre, J. Walker Andrews, is shooting and Learmont is pulling. On the right a group are getting ready to break all records and birds.*

than one way by the wider usefulness of the automobile.

Lower Prices on Automobiles

The price-cutting campaign now under way in the United States and Canada, wherein the prices of many automobiles are being lowered, will help to increase the use of automobiles, for they will be brought more within the means of the average citizen and farmer.

All these factors point to the wider use of the automobile and the simultaneous widening of the field for the sale of automobile accessories and the trade in this has a most important department and one which should be kept to the front at all times of the year where local conditions warrant.

Hamilton Firm Bonuses Employees

It was decided at the annual meeting of the Banwell Hoxie Wire Fence Co., Ltd., of Hamilton, to present their employees with bonus cheques as a token of the company's high appreciation of the work that has been performed. The employees were invited to attend a banquet at the Royal Connaught Hotel, Hamilton, where a very enjoyable dinner was served, after which some short speeches were made by both the executives of the company and the employees, and the bonus cheques were then presented by the manager, J. Frank Walker. The bonuses were worked out on the following basis: For one year's service, 5 per cent of wages earned; for three years' and up to five years', 7 per cent. of wages earned; for five years' service, 10 per cent. of wages earned. In addition there was 1 per cent. extra allowed for each year over five years. Thus, a man who has been connected with the organization for fifteen years would get 20 per cent.

CANADIAN IMPORTS AND EXPORTS OF HARDWARE AND CUTLERY

During the month of June Canada imported hardware and cutlery to the value of $624,350, as compared with $263,973 for the same period last year.

The value of the imports for the three months ending June is $1,465,250, as compared with $791,003 for the same period in 1919 and $1,073,376 in 1918.

Canadian exports of hardware and cutlery for the month of June were valued at $861,618, as compared with $557,903 for the same period last year.

The value of the exports for the three months ending June 1 is $2,281,334, as compared with $1,603,925 in 1919 and $1,247,298 in 1918.

Editorial Comment

EDITORIAL BRIEFS

MANY of the high prices stated to have been due to profiteering by sellers were really due to competition by buyers.

* * *

WITH men now seeking jobs, instead of jobs crying out for men, there is a noticeable improvement in production. There are few employers of labor who are unwilling to pay high wages to their employees provided the employees reciprocate, thus creating mutual benefits.

* * *

THE slimy trail of the Red Bolshevist parading under disguised names has been followed into many unexpected places in Canada. The weeding out process, carried on quietly but effectively, has been a boon to the people of Canada.

GOVERNMENT "COMES TO TIME" REGARDING TAX MEASURE

HARDWARE AND METAL is too modest to take full credit for getting some action favorable to the trade from the Department of Inland Revenue in regard to the imposition of the luxury and excise taxes, but it is significant that the publication of an article pointing out the weak spots in the Act, as appearing in September 25 issue of Hardware and Metal and reprinted by many other papers, has been followed by a definite announcement from Ottawa clearing up most of the uncertainties. This week the announcement is made that the stamps for the collection of the tax will be ready on November 1. The punches for the defacement of stamps are being issued "free" to retail merchants; prosecutions will only be made where intentional contravation of the Act can be proved and the Minister of Customs and Inland Revenue himself is to make a tour of the country to meet merchants and Boards of Trade to assist them in a correct interpretation of the law.

The hardware trade of Canada believes in the paying of the country's debt and the collection of money with which to meet such obligations, but an efficient system of levying and collecting the tax is wanted in order that all may share in right proportion. The Government's action to indicate that this is its desire and that it is acting in good faith in securing the co-operation of the retail merchants is worthy of approval.

EFFECT OF PRICE-REDUCTION ON HARDWARE TRADE

A PRICE reduction wave sweeping the United States, and extending on a somewhat narrower scale in Canada, brings up the question as to the likely effect on hardware lines. The steel market has been very firm for some time and the consensus of opinion seems to be that owing to high labor costs, increased freight rates, etc., steel prices will remain fairly stationary. This being the case little change can be anticipated on the great majority of hardware commodities of which iron and steel are the basic materials. Confirming this it is significant that a large Chicago mail order house which recently announced price reductions ranging up to 50 per cent. on some lines has not reduced prices of any hardware commodities.

The announcement of price reductions ranging as high as $400 in some cases on a number of automobiles is of interest to the hardware trade. This reduction is reflected in the second-hand automobile market as well and the logical result would be to eventually increase the number of automobiles in use. This of course would carry with it an extension of the field for the sale of automobile accessories.

Recent conditions in the field of manufacture of automobiles and other lines have made necessary the reduction of prices to stimulate business. A number of Canadian manufacturers of automobiles, tires and kindred lines have recently laid off a number of employees and Canadian automobiles were recently taken to the United States to be sold for the first time on record. A condition of overproduction existed which was to some extent the result of the categorizing of enquiries as potential business and planning production on that basis. This factor has helped to bring about the stagnant condition which price reduction is expected to terminate.

Minister Plans Tour to Explain Taxes

Minister of Inland Revenue to Meet Boards of Trade—Banks to Sell Stamps—Want Closer Co-operation of Merchants.

SUBSEQUENT to the announcement elsewhere in this issue that the use of stamps to collect the new tax is to be commenced on November 1 comes the announcement that the Minister of Customs and Inland Revenue, Hon. R. W. Wigmore, is planning a tour of several towns and cities in order to remove many of the misapprehensions now existing in regard to the luxury taxes.

The plan will be to arrange meetings through the Board of Trade in each of the larger centres, and have the merchants present to explain their difficulties and to have misunderstandings cleared away. In this way it is hoped to secure a greater measure of co-operation from the merchants throughout the country, and thus bring in greater returns from the new taxes.

The stamp system of collecting the tax will be inaugurated on November 1. Merchants will then attach stamps for the amount of luxury tax to the package in which the wrapped goods are sold.

The details of the method of affixing and cancelling stamps used for this purpose have been worked out, and it is hoped to have a plentiful supply of special stamps of different denominations available to the dealers in plenty of time for starting the new system on the above date.

The stamps will be sold through the banks in most cities, but in some of the larger centres, such as Montreal and Toronto, it is likely that an office will be opened by the department, where the sales of these stamps will be taken care of. The stamp method is expected to provide a much better means of checking sales, and also to bring in the returns from the luxury taxes much more quickly than under the present system.

Duty Levied on Gold Value of Imports, Not Paper Value, in Future

New Regulations of Far-Reaching Importance —Collector Says No Discrimination Against Goods From United Kingdom—Importers Ask Refund

A NEW regulation of the Department of Inland Revenue, based on a decision of the Department of Justice, provides that the rate of duty on imports is, with certain exceptions, to be calculated on the estimated gold value of the goods imported and not on the paper money price in the foreign country from which the goods come, as heretofore. This will prove a benefit to certain lines such as glass, imported into Canada from countries whose currency has a small gold value to-day.

This regulation at first appeared to be very far-reaching and to discriminate against imports from the United Kingdom, for example, as compared with imports from other European countries whose paper money is of very low gold value.

J. H. Bertram, collector of Inland Revenue for the Port of Toronto, denies that there is any particular discrimination against imports from the United Kingdom in fixing values for the purpose of levying the customs toll. "The new regulation, which came into effect on July 22 last, simply means that instead of collecting duty on the par value of our imports, we are collecting on the gold value, which is the real value," explained Mr. Bertram.

"If an English manufacturer bills his goods in terms of the pound note and shows also the relative value of the goods in actual gold, even though the transaction has not taken place in gold specie, we will collect duty on the gold value the same as we do on the gold value of shipments from France or Germany. That is our interpretation of the regulation," said Mr. Bertram.

The regulation has just now come to the notice of most importers though dated July 22, 1920. A number of importers who have paid the duty on the full paper value of their imports have made application for refund.

With duty reduced from two-thirds to three-quarters of the present amount on imports from France, Germany and Belgium and about one-fifth on imports from the United Kingdom, local manufacturers and importers predict an increase in imports.

The following table shows the difference between par value of foreign moneys and the value in gold as of yesterday's rates:

	Par value.	Gold value.
Sterling pound	$4.86⅔	$3.86.8
Italian lire	19.3	4.59
Belgian franc	19.3	7.75
Swiss franc	19.3	17.77
Dutch florin	40.2	34.10
German mark	23.8	1.69
Austrian crown	20.3	.50
Greek drachma	19.3	11.82
Swedish krone	26.8	22.05
Norwegian frone	26.8	14.79
Danish krone	26.8	14.96
Spanish peseta	19.3	16.17
Rumanian leu	19.3	2.16
Yokohama yen	49.8	56.37

TALK OF LOWER PRICES ON GASOLINE AND CONSERVATION OF OIL

Plans for cutting the price of gasoline and the establishment of a national exchange for all stocks were discussed by delegates to the twelfth annual convention of the Independent Oil Men's Association, in session in Denver this week. T. J. Gary, of Little Rock, Ark., president of the association, told the 1,000 delegates that steps must be taken to conserve the oil supply. He said a shortage is a possibility, and that all members of the association should co-operate with the automobile manufacturers in their efforts to produce cars that will consume less fuel.

NEW DUTY REGULATION MAY BENEFIT BELGIAN GLASS AND OTHER IMPORTS

Glass imported into Canada from Belgium is one line which may be affected by the new regulation which provides for the levying of duty on the estimated gold value of the goods imported rather than on the paper money value, according to a statement made to Hardware & Metal by Jas. Taylor, of Jas. Taylor & Sons Toronto.

The Belgian franc prior to the war was worth 19.3 cents, whereas it is to-day worth only 7.75. Duty being formerly figured on the larger amount and now being figured on the smaller amount which represents the gold value, means that the duty will be less and lower prices are therefore expected to result in such cases.

Mr. Taylor, who just recently returned from Belgium, states that any such decrease will likely be made up by a further increase in glass prices in Belgium, when the manufacturers again form their association. At the present time manufacturers are acting independently, and price cutting is being indulged in. Mr. Taylor states that orders placed at present low levels will be shelved when the association is re-formed and prices again advance, in favor of orders placed at the higher quotations.

News of Western Canada

Consolidate Western Hardware Wholesales

Marshall-Wells Co., Ltd., and Merrick-Anderson Co., Ltd., Hardware Wholesales, Winnipeg, to Consolidate With Capital of $1,500,000.

Winnipeg.—An important announcement of interest to the hardware trade of Western Canada has just been made concerning the consolidation of the two large wholesale hardware firms of Marshall-Wells Co., Ltd.; and Merrick-Anderson Co., Ltd., of Winnipeg. Complete details of the consolidation are not yet available but it is stated that the new organization will be capitalized at $1,500,000, and that Thomas L. Waldon, of Marshall-Wells Co., Ltd., will continue as vice-president and managing director and George A. Merrick will become a director of the Marshall-Wells Company.

Western Notes

Star City, Sask. — D. K. McLeod has sold out his hardware business here.

* * *

Saskatoon. — Belauss Bros., hardware merchants, are discontinuing business here and their stock is being moved to Humboldt and Lancer.

* * *

Calgary.—Frederic Sara, manufacturers' agent, is sailing for England on October 16th and will visit the principal manufacturing centres. He will spend Christmas there and return early in the New Year.

Wood Vallance Baseballers Win

Winnipeg. — The final game for the championship and cup of B division in the Commercial Baseball League was played off at Wesley College grounds, between Gordon-Ironsides and Fares and Wood, Vallance, Limited, resulting in a win for Wood, Vallance by the narrow margin of one run, the final score being three to two. For the winners, Dave Miller pitched a splendid game, and his base running and hitting were responsible for two runs. Bert Lloyd caught his usual steady game and was there with two timely hits; in fact, the whole team played like champions all the way. The lineup was as follows:

Wood, Vallance, Limited—Dave Miller, Bert Lloyd, Gus Ward, Chic Little, Joe Lyons, Frank Traughton, Alex Morrison, Morley Paul, Dick Bird.

Gordon-Ironsides and Fares—Vic Nestor. J. Caswell, McInnes, M. Strome, McNeill, McWilliams, Johnson, Hamilton, Falconer.

Umpire—Schumacher.

In addition to winning the above series and cup, Wood, Vallance, Limited, captured the splendid trophy and prizes put up by the North-west Commercial Travellers' Association at their annual picnic on July 11th. Winning two cups in one season is some record.

Winnipeg.—Western Steel Products Co., Ltd., Winnipeg, are making an addition to their factory. This will give them considerably more warehouse space and will supply them with new office quarters, which they contemplate having on the second floor.

Luseland, Sask. — Nicholson's hardware and furniture store, formerly Paterson's, was recently opened for business.

Hardware Trade Outlook Good in Edmonton

Edmonton, Alta. — Speaking of the outlook for fall wholesale business in hardware, J. F. McMullen, manager of the local branch of Marshall-Wells Co., Ltd., stated that as a result of the harvesting of a bountiful crop business would be better than for some years past.

Says B.C. Turpentine Industry in Experimental Stage

In view of the recent report that tests made by the Government of turpentine properties of Douglas fir trees in British Columbia had shown results not sufficiently encouraging to warrant further development, it is interesting to note a letter reproduced in the "Savannah Weekly Naval Store Review and Journal," from W. E. Burns, writing from Vancouver concerning the matter. The letter is as follows:

"Replying to your request for information, the reason I have not answered before is because we are still in the experimental stage so far as the production of turpentine from the Douglas fir is concerned.

"We believe that it will eventually be worked out, but previous to its success being established as an actual fact and decided beyond question, we hesitate to give too great a prominence to the endeavor.

"We are tapping the live Douglas fir by means of half-inch auger holes, the basis of the production being the actual excess yield of resin by the tree and also by the pockets formed in the tree by accumulations of past excesses.

"The rosin obtained is of the highest grade and is distilled by a method of distillation which gives turpentine of the highest grade, fir oils, rosin oils and rosin in one process and its continuation.

"We have also manufactured true Burgundy pitch and true Venice turpentine.

"The plant end of it is beyond the experimental stage and patents are pending in connection with the process.

"The field operations, however, are still experimental and it is for this reason that we cannot pronounce it a complete success as yet.

"I have given in the above a general idea of our project and for the reasons above mentioned we do not desire to go into more details."

Promise of Good Business in West

In conversing with F. L. Baker of the McDonald-Baker Company, Calgary, attending the annual convention of A. Ramsay and Son Company in Montreal last week, he stated to Hardware and Metal that the outlook in Alberta for a good fall season is very satisfactory.

"Crops are good nearly everywhere," said Mr. Baker, "and there should be good business as a result. This crop should bring in a lot of money and enable business men to pay their accounts. With the exception of a limited few places there have been good yields all over Alberta, both in the north and the south. I think there should be a satisfactory business as a result, and we are very optimistic.

Mr. Baker believes that the crop returns now in sight are just what have been needed to put business on the better basis that all desire to see. It is a matter now of harvesting and threshing the grain, and this is being rapidly proceeded with. It is particularly gratifying that Southern Alberta has come along so well; they needed a big return.

Uses Leaflet to Announce Fall Goods

E. H. Dulmage, Wilkie, Sask., Uses Attractive and Well Illustrated Leaflet of Eight Pages to Announce Lines for Fall Trade.

AN eight-page leaflet is used by E. H. Dulmage, hardware merchant, of Wilkie, Sask., to introduce to customers the lines of interest in Fall trade. This leaflet, part of which is illustrated herewith, is very attractively arranged, well illustrated and gives prices on all lines. The outside measurement of the leaflet folded is 5½ by 8½ inches. On the introductory page or the cover, is the heading "Hardware Suggestions from E. H. Dulmage, Wilkie, Sask." Following this is a personal word of explanation which reads as follows:

"This Fall you will no doubt be needing more or less in hardware and as a reminder of your wants we have issued this leaflet on hardware. We trust we may have the privilege of serving you in your requirements and will try and see that you get full value for your money. On account of the better crop conditions we have stocked up considerably in anticipation of your demands and trust we may have the opportunity of serving you. Our old motto of 'If it's hardware you need, ninety-nine chances out of a hundred we will have it' we do our best to uphold, even with the difficulty of securing goods at this time, and the extra money it now takes to keep up our stock at the increased cost of merchandise."

The second page of the leaflet is devoted to stoves, with three types illustrated. The statement is made that the excessive cost of hard coal has made it necessary to use soft coal in heating stoves. This is followed with the statement that "we have put in only such soft coal burners that we figure will give the most heat for the amount of soft coal burned." Oil heaters "to take the chill off the room in the fall or add to your heating in some places at other times" are also mentioned.

Tools Also Featured

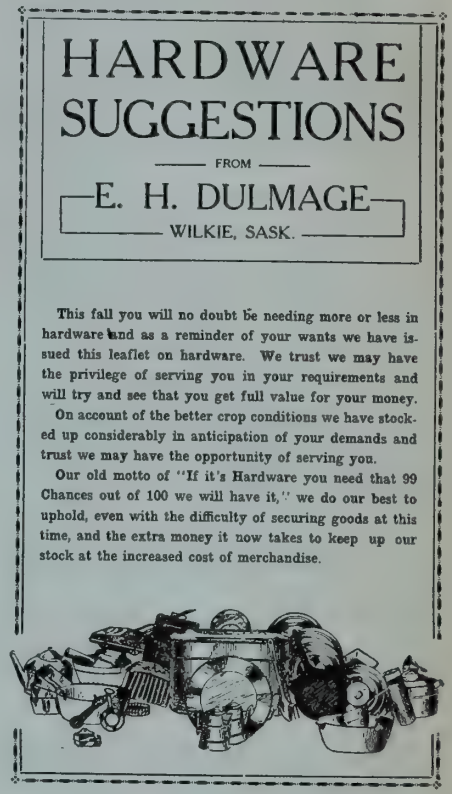
Mechanical tools are featured on the third page with illustrations of wrenches, saws, calliper rules, pliers, axes, hammers, etc. A section is devoted to each article with brief description.

The fourth and fifth pages are illustrated herewith, and it will be noted that such lines as jack knives, razors, hardware for threshing outfits, silverware, barb wire, floor varnish, are all illustrated and described.

Page six is devoted to kitchen utensils, illustrating wire strainers, water pails, well buckets, kettles, sauce pans, etc

Page seven illustrates watches and alarm clocks, flashlights, and lanterns.

A concluding statement is as follows: "We could go on enumerating our different lines of hardware practically indefinitely, but it would make this leaflet unnecessarily long. What we wish to impress upon you is that we carry a complete stock of the best hardware, which we offer at the lowest possible price."


HARDWARE SUGGESTIONS

FROM

E. H. DULMAGE

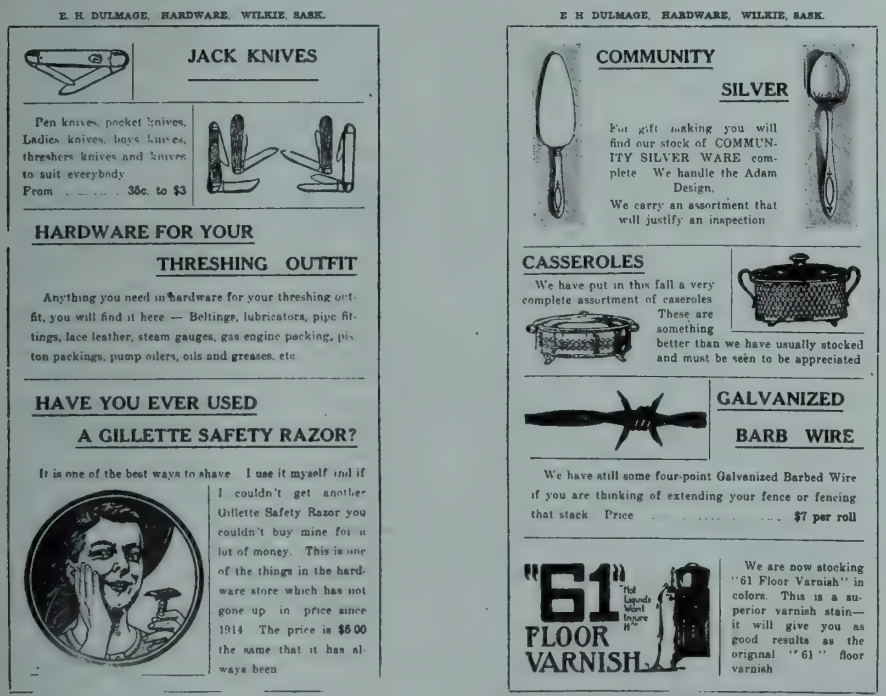
WILKIE, SASK.

This fall you will no doubt be needing more or less in hardware and as a reminder of your wants we have issued this leaflet on hardware. We trust we may have the privilege of serving you in your requirements and will try and see that you get full value for your money.

On account of the better crop conditions we have stocked up considerably in anticipation of your demands and trust we may have the opportunity of serving you.

Our old motto of "If it's Hardware you need that 99 Chances out of 100 we will have it," we do our best to uphold, even with the difficulty of securing goods at this time, and the extra money it now takes to keep up our stock at the increased cost of merchandise.

The cover of the leaflet with its message to prospective customers for fall trade.


E. H. DULMAGE, HARDWARE, WILKIE, SASK.

JACK KNIVES

Pen knives, pocket knives, Ladies knives, boys knives, threshers knives and knives to suit everybody
From . . . . . 35c. to $3

HARDWARE FOR YOUR THRESHING OUTFIT

Anything you need in hardware for your threshing outfit, you will find it here — Beltings, lubricators, pipe fittings, lace leather, steam gauges, gas engine packing, piston packings, pump oilers, oils and greases, etc

HAVE YOU EVER USED A GILLETTE SAFETY RAZOR?

It is one of the best ways to shave I use it myself and if I couldn't get another Gillette Safety Razor you couldn't buy mine for a lot of money. This is one of the things in the hardware store which has not gone up in price since 1914 The price is $5 00 the same that it has always been

E. H. DULMAGE, HARDWARE, WILKIE, SASK.

COMMUNITY SILVER

For gift making you will find our stock of COMMUNITY SILVER WARE complete We handle the Adam Design.
We carry an assortment that will justify an inspection

CASSEROLES

We have put in this fall a very complete assortment of casseroles These are something better than we have usually stocked and must be seen to be appreciated

GALVANIZED BARB WIRE

We have still some four-point Galvanized Barbed Wire if you are thinking of extending your fence or fencing that stack Price . . . . . $7 per roll

"61" FLOOR VARNISH

Not Liquids Won't Injure It

We are now stocking "61 Floor Varnish" in colors. This is a superior varnish stain—it will give you as good results as the original "61" floor varnish

The centre double-page of the leaflet showing how the lines are illustrated and described.

Methods of Distribution

Such a leaflet as this has been used by hardware dealers in other parts of the country as well, with good effect, either by distribution through the mails to a selected mailing list or by distribution from door to door. Other dealers hand them out to customers visiting the store and still another plan is to enclose one in each parcel purchased. The idea is a good one providing it receives attention at the hands of those who are prospective customers and such methods of distribution as will best be fitted to local conditions should be used to attain this end.

$43,000,000 Increase in Imports Over August 1919.

The total external trade of Canada reported for the month of August was $238,085,400, as compared with $202,235,978 for the corresponding month in 1919. Imports were valued at $124,318,014, and exports at $113,767,395. Imports show an increase of about $43,000,000 over August, 1919, but exports declined approximately $8,000,000.

Events in the Trade

Business Changes

Valparaiso, Sask.—W. J. Newson, hardware merchant, has sold out.

Star City, Sask.—D. K. McLeod, hardware merchant in Star City, Sask., has sold out.

New Business

Mindemoya, Ont. — Cushing & Jackson recently opened a new store here and carry a line of hardware goods, automobiles, accessories, etc.

To Close at Noon Wednesday All Year Round

St. Catharines.—The hardware merchants of the city of St. Catharines have decided to close every Wednesday at noon throughout the year.

Outlook Good in Quebec

Herman Young, of the Herman Young Co., Reg'd, Quebec, Que., was a visitor at Hardware and Metal Toronto office during the week. Speaking of business conditions, Mr. Young referred to the prosperity in the rural districts of Quebec and stated that the outlook for future business is excellent. Money is plentiful and business failures are few. Business with his company was never as good as at the present time. The chief difficulty is to secure sufficient supplies of goods.

Electrical Engineers Elect Canadian President

E. S. Jefferies, first vice-president of the Steel Company of Canada, was elected president of the Association of Iron and Steel Electrical Engineers for the ensuing year. The election took place at the fourteenth annual convention of the association at the Hotel Pennsylvania. Mr. Jefferies succeeds B. W. Gilson.

The convention occupies the entire roof of the Pennsylvania Hotel. There is an exposition of electrical devices comprising seventy-one exhibits.

Mr. Jefferies said that the gradual transition of the steel and iron mills would continue until their complete electrification was virtually a reality.

"The association, which has successfully exploited the electrical engineer profession in the steel industry, is now fostering a standardization of equipment," he said.

Western Ontario Notes

The wedding was solemnized at Windsor recently of Miss Meta Maude Derbyshire, daughter of Mr. and Mrs. H. W. Derbyshire, formerly of Wheatley, and C. T. Salton, of Detroit. Among those attending were Mr. and Mrs. G. F., Mr. and Mrs. T. S. and Mr. and Mrs. W. H. Derbyshire, of Wheatley.

Petrolea, Ont., has always occupied one of the foremost places in sport of the smaller towns of Western Ontario, thanks to the support of Dr. C. O. Fairbank of the hardware firm of Van Tuyl & Fairbank. At a meeting held this week to organize a Rugby football team Dr. Fairbank was again elected president.

Work was commenced this week at Watford, Ont., on an extension to the factory of the Andrews Wire Co. to cost $35,000.

James Pettit, hardware merchant at Melbourne, Ont., intends moving to Strathroy shortly. He disposed of his business not long ago to Arthur Staples of Melbourne.

Canada Foundries Sell Buffalo Subsidiary

Canada Foundries and Forgings Ltd. has sold its Buffalo subsidiary, The De Laney Iron and Forge Company.

Trade Commissioner to Visit United Kingdom

The British Government Trade Commissioner in Ontario, F. W. Field, will leave Toronto on the 8th October on an official visit to the United Kingdom to confer with the department of Overseas Trade, London, Chamber of Commerce, and manufacturers and merchants throughout the British Isles. He will be overseas three months or more.

Crane Company Development

The Crane Company have purchased the business of Mr. Henderson Black in Canadian Potteries Ltd., St. Johns, Que. This firm manufactures sanitary earthenware and the plant will be operated under the old name at the above place. This furnishes the Crane Company with another link in its Canadian chain, branches of the firm being located now in the principal Canadian distribution centres. At Toronto, the pipe plant, warehouse and garage are expected to be completed within a comparatively short time.

Canadian Copper Corporation to Start Mills

The Canada Copper Corporation will start its mill early in October. This plant has a nominal capacity for treating 2,000 tons of ore daily. Flotation process will probably be used.

Concentrates will be shipped to the Trail smelter of Canadian Pacific, which after refining the product will include the copper in its own quota for market. The Canada Co. will not figure in the copper market of the United States at all. Canadian Pacific has built a line to the copper company's property and through a subsidiary will furnish it with electric power.

Iron and Steel Market Shows Signs of Weakening

The reductions in automobile and other prices in the past week have caused a further shrinkage in iron and steel buying, and in a number of directions the market has shown weakness. Accompanying the cut made by the Ford Motor Co. is a determined effort to force down the price of automobile steel. The Detroit company is expected shortly to buy steel on a large scale for 1921, and already some makers of automobile parts have been urged to make a downward revision of existing contracts, says "The Iron Age."

At the same time, the periods within which the mills can make deliveries on new orders have been shortened in a number of cases, pointing to a more rapid adjustment between supply and demand than seemed likely two months ago.

Besides a large current output, the shipment of the 1,500,000 tons of steel products accumulated at rolling mills in the weeks of railroad paralysis has gone on at such a rate that many manufacturing consumers are quite well stocked up. This condition enables buyers in various lines to await price developments without any of the concern they have had over supplies in the past year.

The general tendency of pig iron prices is decidedly toward lower levels. Malleable has been sold at Buffalo at $3.75 below recent quotations; 5,000 tons of basic was sold at Chicago to a St. Louis steel company at a concession of $2, and prices of Ohio silvery iron have been shaded from $2 to $4. In fact, wherever there has been a real test, weakness has developed.

ONTARIO HEADLIGHT ANTI-GLARE LAW NOW EFFECTIVE

As we go to press announcement is received that the Ontario Headlight anti-glare law which makes necessary the use of some headlight device on every motor vehicle to eliminate glare, has been authorized by the Minister of Highway effective from Thursday, September 30th. The following twenty-five devices for the elimination of glare have been sanctioned by the Department.

Sun-Ray, Holophane, Sills (Green Top), Sills (clear); Benzer; Primolite; Violet Ray; Sunlite; Kopps; Liberty; Macbeth; Clamert; Patterson; Lee Knight; McBride; Levelite; Raydex; Conophore (clear); Conophore, (Novial); McKee, Osgood; Shaler Roadlighter; Legalite.

Convention of New Brunswick R. M. A.

Ask That Luxury Tax Be Transferred to Manufacturers—Salesmanship Course Should Be Included in Vocational Training—Next Convention at Woodstock, N.B.

ST. STEPHEN, N.B.—At the sixth annual convention of the Retail Merchants' Association which was held at St. Stephen, N.B., Sept. 22 and 23, the following officers were elected:—President, W. G. DeWolfe, St. Stephen; first vice-president, F. W. Daniel, St. John; second vice-president, T. B. Price, Moncton; treasurer, A. A. McIntyre, St. John. The report of the provincial secretary, Miss Alward, of St. John, was read giving an account of the activities of the provincial board during the year. Very appreciative speeches of the service of Miss Alward were made by William Hawker and W. G. DeWolfe, of St. Stephen and others, and a vote of thanks was passed to that lady.

Place Luxury Tax on Manufacturers

On Sept. 23 several resolutions were passed. Among them was one asking the government to place the luxury tax with the manufacturers instead of the retailers. Addresses were delivered by F. A. Dykeman, of St. John, advocating that Provincial Government in vocational training should include training in salesmanship. R. A. Macaulay spoke on efficiency in salesmanship and M. W. Wasson on behalf of Mr. Scovil, of St. John, on commercial advertising.

The visitors were taken by automobile to the banks of the St. Croix harbor at Oak Point, where a shore dinner was served and greatly enjoyed, after which the party moved on to St. Andrews and returned to St. Stephen about 6 o'clock. During the dinner, Mr. Stewart, of Ontario, gave an interesting address dealing with the question of expenses and profits in retail business. Brief addresses were also made by John F. Clarke, president of Clarke Bros., of Oak Point, and J. W. Graham, manager of St. Croix Mills, Milltown, the former dealing on the great possibilities of St. Croix harbor as one of the national ports of Canada.

It was decided to hold the next annual convention at Woodstock, N.B.

They Will Write Again

Last Friday a $5 bill came to the Subscription Department pinned to a circular regarding MACLEAN'S MAGAZINE, but minus the name and address of the sender. Nothing can be done in this case until the remitter writes in to complain that he is not getting the magazine.

An hour later in came a memo from "F. R. Thorn" in regard to his subscription to THE FINANCIAL POST, but with no address given. As the stencils are all filed according to post offices nothing can be done in this case either.

Shortly afterwards a post card arrived from New Glasgow, N.S., with our name and address plainly written on the front, but perfectly blank on the reverse side.

These three instances, which all occurred in one morning, are typical of hundreds which happen in the course of a year on all publications—and they explain why this publication is bound to receive a number of (on our part) unavoidable complaints.

Association News

TAX ON TINWARE

The secretary of the Ontario Retail Hardware Association has taken up with the Inland Revenue Department the question of excise tax on tinware manufactured in hardware stores. The matter is explained in the following correspondence:

30th August, 1920.

G. W. Taylor, Esq.,
Asst. Deputy Minister,
Inland Revenue,
Ottawa, Ont.

Dear Sir:—

I am enclosing herewith a letter from a member of this association requesting information as to Excise Tax on such goods as are made up in an ordinary tinshop. For the most part tinshops are of small calibre and much of the goods made up are with the intent of keeping the employees busy during the slack times so as to keep the men for installing furnace work, etc., when required. It would not appeal to me that the intent of the act was to apply to a business so carried on in a retail manner, and the Excise Tax was previously paid on the material used.

After reading the enclosed would you kindly give me the information required—for the use of the members of our association.

Yours truly,
SECRETARY.

Department of Customs and Inland Revenue.
Ottawa, Sept. 9th, 1920.

Ontario Retail Hardware Ass'n.,
Prescott, Ont.

Sirs:—

I acknowledge receipt of your letter of 30th ultimo regarding tinware processed in a retail store.

You are informed that a tax of 2% is collectable on tinware so processed when the finished article is sold over your counter or to other retailers, and a tax of 1% should said article be resold to wholesalers or jobbers.

There is no tax on goods sold by a retailer to a consumer when said goods are sold in the same condition as when purchased, excepting in the case of goods which are subject to Luxury Tax.

I remain, Sir,
Your obedient servant,
G. W. TAYLOR,
Ass't. Deputy Minister, Inland Revenue.

The Editor, Hardware and Metal,

Sir:—

Having had several enquiries re Excise Tax on goods made up in retail tinshops, I wrote the Department as per enclosed copy, asking for definite information—and an enclosing you herewith copy of the reply received.

I still believe that it was not the intent of the act to collect any Excise Tax on small sales of goods made in the retail tinshop, and think a hearty protest by those affected should effect a change in the ruling and exempt this class of trade from the operations of the Excise Tax, which involves the making of duplicate sales slips for every small sale, and the collecting of the tax from the customer, necessitating innumerable explanations to and disputes with the customers over an exceedingly small amount.

Our next convention will undoubtedly take this matter up in an endeavor to have the same satisfactorily adjusted.

W. F. MACPHERSON,
Secretary.

Newsy Notes From Here and There

Toronto.—The following were among the visitors to the McClary Manufacturing Co. this week: V. T. Chapple, representative of Chapple & Smith, Chapleau, Ont.; Messrs. McMillan, representative of Iroquois Falls Merchandizing Co., Ltd., Iroquois Falls, Ont., and Smith, representative of Smith & Schaefer, Bolton, Ont., and Charles Bailes, of J. Bailes & Son, Oshawa, Ont.

* * *

Montreal. — Starke-Seybold, Limited, of Montreal, are branching out into new territory, and have secured Mr. A. D. Anderson to represent them in Ottawa and outside points. Mr. Anderson, who is well known by the hardware trade of Ontario, having travelled the ground for about nine years, expects to take up his new duties at once, with a full line of general hardware and automobile accessories. He will make Ottawa city his headquarters.

* * *

Montreal.—R. Bissonette and Rene Guilbeault have joined the sales' staff of Lewis Brothers, Ltd. Both will cover the city of Montreal in connection with the motor accessories department of the firm.

* * *

Montreal.—James Kinsman, of North Brothers Manufacturing Company, Philadelphia, Pa., called on the Montreal trade this week. J. Trenchart Cox was in Montreal this week representing his principals, Hounsells, Bridport, England. John H. Cameron, representing the Winchester Repeating Gun Co., Ltd., New Haven, Conn., called on the trade here.

Hardware Letter Box

DOUBLE AND TRIPLE HEATERS

James V. Moriarty, Newboro, Ont. — Kindly let me know if there is any firm at present manufacturing double and triple heaters.

Answer.—The McClary Mfg. Co., Ltd., Toronto, London, etc., manufacture a heater of this description called the "Yukon."

* * *

HAND POWER CIDER MACHINES

F. A. Rutton, Stouffville, Ont.—Where can we procure hand power cider machines?

Answer.—London Foundry Co., Ltd., London, Ont.; Hergott Bros., Mildmay, Ont.; W. B. Perrin, Ltd., Toronto; Boomer & Boschert Press Co., Syracuse, N.Y.; A. B. Farquhar, Ltd., York, Pa.

* * *

DISH WASHING MACHINES

Connell & Grigg, Edmonton, Alta. Can you put us in touch with manufacturers of dish washing machines?

Answer.—McClary Mfg. Co., Ltd., Toronto; T. S. Blakeslee & Co., Sarnia, Ont.; Fearless Dishwasher Co., Rochester, N.Y.; Success Dishwasher Co., Wooster, Ohio; Insinger Co., Stencow Ave,. Philadelphia, Pa.

* * *

WOOD MANTEL MANUFACTURERS

Thompson & Sutherland, Ltd., North Sydney, N.S. Can you put us in touch with factories making wood mantels?

Answer.—The Blond Lumber & Mfg. Co., Ltd., Chatham, Ont.; Canada Mantels & Tiles, Ltd., Toronto; Christie Woodworking Co., Ltd., St. John, N.B.; Lea Paul Co., Ltd., Moncton, N.B.; Paquet & Godbout, St. Hyacinthe, Que.; Schultz Bros. & Co., Ltd., Brantford, Ont.; Wilson Bros., Ltd., Collingwood, Ont.; Burton & Baldwin Mfg. Co., Ltd., Hamilton, Ont.

* * *

COOPERS' TOOLS AND BARREL HOOPS

G. L. Milligan, Orillia, Ont.—Kindly let me know where I can get coopers' tools and hoops for barrel making.

Answer.—Coopers' Tools:

The Canadian Edge Tool Co., Galt, Ont.

The Josiah Fowler Co., Ltd., St. John, N.B.

Gilmour Bros. & Co., Montreal.

Colwell Cooperage Co., 412 Greenwich, New York City, U.S.A.

Coopers' Hoops, Staves, Etc.:

Canadian Cooperage Co., Ltd., Smiths Falls, Ont.

J. S. Ainslie & Bro., Comber, Ont.

London & Petrolia Barrel Co., Ltd., London, Ont.

McAllister & Sons, Ltd., Guelph, Ont.

Merritt & Co., Chatham, Ont.

Trenton Cooperage Mills Ltd., Trenton, Ont.

Wallaceburg Cooperage Co., Ltd., Wallaceburg, Ont.

Steel Hoops and Ties:

The Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

The Steel Co. of Canada, Ltd., Hamilton, Ont.

Canada's Production of Lead

Canada's production of lead in 1919 was 15,563 metric tons, being lower than in any other year since 1913. In 1916 it reached 19,550 tons, and was second lowest in 1916 with 16,254 tons.

Iron and Steel Price Readjustments Now More Likely

General price readjustments in iron and steel in line with the nation-wide movement now in progress apparently are a more immediate possibility than they seemed likely to become a few weeks ago, says the Iron Trade Review. With the exception of a few products, the trend more distinctly is in the direction of easier market conditions. Buyers sensing the new note in the situation, continue to hold off awaiting substantial inducements and some are checking specifications to avoid increases in inventories. In this position, they are being favored by the sustained growth of production which with a number of companies is at its crest for the present year. Present shipments are far in excess of new bookings.

Pig iron which has run in even strength for many months is developing its first symptoms of price reversal. Out of conflicting market reports it is clear that some producers are more willing to make concessions for business which has been extremely sluggist of late.

Protecting Fish and Game

A much needed reform which the Government is about to put into effect is the establishment of a new system for the protection of fish and game.

The details of the new system have not been determined, but the men who were working part time have been let out, and it is understood that a fraction of their number will be engaged at reasonable salaries to give their whole time to the preservation of fish and game.

New Regulations Give Empire Preference

Montreal. — Details of new customs regulations and tariff changes "affecting exporters in Britain's overseas Dominions" have been received here from London by the British Trade Commissioner. The changes have been made with a view to conferring a preference on Empire products, and customs duties are to be charged at reduced rates on goods imported into Great Britain, which are shown to be consigned from and grown, produced or manufactured in the British Empire.

U.S. Steel Corp. to Rehabilitate French Steel Industry

The United States Steel Corporation has agreed to finance the rehabilitation of the French steel industry, and it is said that Judge Gary, when he was in Europe, perfected a scheme whereby Spanish iron ore will be furnished France to replace that formerly obtained from the mines in Alsace-Lorraine, which were destroyed during the war, and are unproductive at the present time.

The scheme as outlined is gigantic, Judge Gary agreeing in behalf of the Steel Corporation to furnish any additional ore necessary to carry on the industry until the French mines regain their pre-war productivity.

Trade Enquiries

The names of the firms making the inquiries given below, with their addresses, can be obtained only by those interested in the respective commodities upon application to HARDWARE AND METAL.

Please Quote the Reference Number When Requiring Addresses

1945. **Iron and steel products.**—An English commission agent located in Egypt inquires for Canadian iron and steel products and for hardware.

1947. **Painters' brushes.**—A Scottish importer desires to hear from manufacturers of painters' brushes in Canada. He would like to receive catalogues and sample lots, and wants to get in touch with those who can make early deliveries.

1948. **Paints, oils and varnishes.**—A firm of commission agents in Trinidad desire to secure an agency for paints, oils, varnishes and leads. Good references.

1951. **Asbestos brake lining.**—A Bristol company require supplies of asbestos brake lining, and invites offers from Canadian manufacturers of same.

1939. **Axes.**—A commission agent in St. John's, Nfld., is open to represent Canadian manufacturers of axes and edged tools.

1940. **Metals, etc.**—A Manchester firm is prepared to consider offers of iron, steel, copper, brass, zinc, aluminum, and all kinds of scrap.

1941. **Electrical supplies.**—A commission agent in St. John's, Nfld., desires to represent Canadian manufacturers of all kinds of electrical supplies.

1942. **Agricultural machinery, etc.**—A firm in Alexandria which has already sold Canadian agricultural machinery would be disposed to negotiate with Canadian houses for agricultural machinery, cream separators, belting, pumps, etc.

1943. **Hardware.**—A sales agency in Barbados would like to secure the agency for small hardware of all kinds, also nails.

1944. **Foundry materials.**—A firm of manufacturers' agents in Barbados are desirous of representing a house supplying foundry materials, such as iron rods, etc. Good references.

1952. **Autos and accessories.**—A very important automobile importing firm in Cairo and Alexandria would be disposed to handle Canadian cars and accessories. At present this firm is handling Canadian tires.

1953. **Autos and accessories.**—An Italian firm with a New Zealand partner in Alexandria inquire for autos and accessories.

1954. **Automotive supplies.**—A firm of manufacturers' agents in Barbados are open to represent a Canadian firm supplying a complete stock of automotive goods. Good references can be given.

1976. **Hardware.**—An important firm in Alexandria and Cairo, with sister houses throughout the world, are anxious to do business with Canadians in the foregoing and other articles suitable for the Egyptian market.

1971. **Agency.**—A Cape Town commission agent is seeking the representation of iron and steel goods of all kinds, except machinery.

1972. **Leather cloth.**—A Johannesburg firm of manufacturers' representatives make inquiry as to the possible supply of imitation leather from Canada.

1955. **Glass (sheet).**—A South African firm of importers, with branch warehouses in several cities of the Union, ask for quotations on sheet glass.

1956. **Domestic glass.**—A London firm of import and export merchants are desirous of obtaining the agency of Canadian manufacturers of domestic glass.

1973. **Twines and string.**—One of the best South African agency firms, covering every centre of South Africa, make inquiry for either purchase or agency arrangement on Canadian-made twines and string.

1978. **General merchandise.**—A newly-organized English company in Cairo is in the market for handling Canadian agencies in Egypt.

1979. **General products.**—An English company in Alexandria, which can be highly recommended, are open to take up Canadian agencies in products which interest the Egyptian market.

1987. **Representation.**—A Britisher now in New York and about to visit Canada wishes to arrange to represent Canadian manufacturers while taking a trip to New Zealand, Australia, Dutch East Indies, Siam, Straits Settlements, Burma, British India, Ceylon and South Africa.

Catalogs and Booklets

WOOD GOODS, WAGON AND IMPLEMENT HITCHES

D. Ackland & Sons, Ltd., Winnipeg and Calgary, have issued a new catalog, No. 17D, of their line of ironed and painted carriage, wagon and farm implements, wood goods and farm implements and accessories.

Their many new lines include Westwo wagon and plow sets, Westwo "Perfect" equalizers, Dreadnaught implement hitches, Caswell tractor binder hitches, Uni-ty binder knotter hooks and many other lines.

They list a full line of singletrees, doubletrees, neckyokes, eveners, hitches, etc. Wagon boxes and wagon and implement tongues, bolsters and reaches are also listed, together with sleighs and cutter gears and farm trucks.

The catalog is well got up and attractively illustrated, and a copy would be found very useful by all merchants who cater for the farming trade.

"Wood-Vallance, Ltd., Winnipeg, are now distributing a quantity of very handsome display cards on Moffat Stoves—Canada B, Nelson B and City Queen. These have an advantage over the ordinary display card, inasmuch as they are covered with a coating of white varnish, which can be cleaned off at will with a damp cloth. These make a very attractive display card."

Latest Montreal Building Permits

Montreal.—Permits taken out with the City of Montreal for buildings, since September 1, are swelling themselves to near the million mark. Early this week the totals had reached $824,000, so that by the month-end the figure should be well above the $1,000,000 figure. The permits are of all descriptions, some being taken out for industrial buildings and others for warehouses, etc. There are many covering extensive alterations or repairs. If this work is proceeded with, as in many cases it will, this fall, it will mean considerable activity well into the year-end.

—Yardley in San Francisco "Bulletin."

Crated in Constantinople!

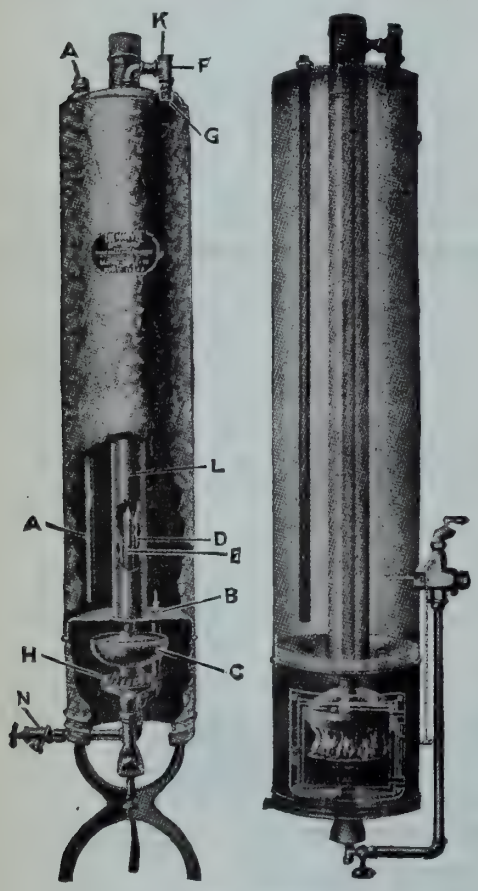
New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

COMBINED RANGE BOILER AND HOT WATER HEATER

Bastian-Morley, Ltd., of Hanson St., Toronto, are manufacturing a combination range boiler and gas hot water heater, termed the Royal, which has been tested and approved by "Good Housekeeping Institute."

It is claimed that it will provide instantaneous hot water for bathroom,



Combination Hot Water Heater

kitchen and laundry, at an approximate gas consumption of from 3,000 to 3,500 cubic feet per month without increasing the present motor or gas line service in the home.

It is said to heat the entire capacity of the tank in a surprisingly short time and to be silent, odorless and safe.

The company also make a non-automatic heater in the same general style of construction, but without the automatic feature known as the Marvel.

Simple, scientific principles, combined with rugged durable construction, give efficiency and lasting service.

Both heaters can be connected with stove or furnace, so eliminating the necessity of a separate range boiler. Absence of coil or copper makes the heater equally durable and efficient with natural or artificial gas.

LINE OF HOSE FOR CANADIAN TRADE

William J. Brown and Company, 117 Youville Square, Montreal, have taken on the agency for Tighe's wire bound hose. This is made of a composition material and one of the features claimed for it by the manufacturers, Tuck and Co., Ltd., London, is that it has great strength, wire bound as it is inside and outside.

NEW INSERTED TOOTH METAL SAW

An inserted tooth metal saw which promises to meet a long felt demand has been invented and is being placed on the market by the Simonds Manufacturing Company of Fitchburg, Mass. This saw, which is designated as No. 000, was especially designed to meet the requirements for a saw to cut structural iron, I-beams, channels, and stock with thin walls that could not be cut as successfully with other saws of similar design, because the pith or spacing of the teeth was not fine enough to keep two teeth in the cut at all times in this work. This new saw, through its arrangement and closed spacing of teeth provides for smoother running and eliminates chatter, which is often noted where the teeth are placed further apart in the plate. It is a fast cutting saw and is fitted with as many teeth as it is possible to securely fasten into the plate, and at the same time retain the perfect alignment of teeth and strength of plate necessary to stand up and cut true. These saws are being made from 10 inches in diameter with kerf of ¼ inch and maximum of 40 teeth to 50 inches in diameter. 15-32 inch or 7-16 inch kerf, with 210 teeth as the maximum number.

NEW LINES OF ALUMINUM WARE

W. D. Shambrook & Co., Hamilton, in introducing to the trade a new line of aluminum ware, known as "Duro," are offering for Christmas trade sets of this ware boxed in attractive holly boxes. The boxes are lithographed in colors and the sets make a practical and attractive gift especially suitable for Xmas presents.

"Duro" ware is guaranteed by the makers to be pure, and the outer surface is highly polished.

The six sets comprise twenty articles, all good sellers, and includes 5 sizes of saucepans, pudding pan, preserving kettles, pie plates, utility bowls, soup ladles and casseroles. The sets retail from $2.25 to $5 per set, and W. D. Shambrook expect to be able to ship these sets at an early date.

EQUATOR UTILITY STOVE

The "Utility" stove made by the same firm, catalogue No. A5, is said to be a splendid general purpose stove. Built of steel and finished in highly polished nickel. It has exchangeable heating units, is supplied with six feet

Equator Utility Stove

cord and attachment plug and consumes 600 watts.

AUTOMOBILE ENGINE AND CARBURETOR HEATER

The Equator Mfg. Co., Hamilton, Ont., are making a new auto engine heater to place under hood when car is in garage in cold weather. The heater has oxidized copper finish, is 12 inches long, supplied with eight feet of waterproof cord and attachment plug, has exchangeable heating units. Catalogue No. A6, 200 watts.

WESTWO PERFECT EQUALIZER

This equalizer sold by D. Ackland & Son, Winnipeg and Calgary, is claimed to be not an experiment but the last word in draft equalization, and to be necessary to all teamsters and farmers, as with this equalizer each horse of the team is pulling his just share of the load and no more. No teamster can keep each of eight or ten horses pulling just his part of the load on a dead or solid hitch.

It is said to be the lightest hitch made and to throw the draft higher on the team. The feature of light weight is obtained by use of fewer parts and lighter construction, and the hitch is reinforced against wear and breakage. The equalizer is made in 13 different sizes in addition to 14 varieties of harvest hitches, giving a wide variety of combinations.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

THE hardware markets show fewer price changes this week than has been usual of late.

In advances the chief feature is probably the new price for poultry netting which shows a considerable increase in price for next season's booking. With the recent advances on wire and wire products this is hardly a surprise.

Other advanced prices are quoted on bar iron and steel, roofing nails and wrapping papers. Gas engine, cylinder and other lubricating oils have been increased in price. Polishing oils and mops have a higher price.

Some lower prices are quoted this week on window glass due partly, it is said, to a weaker tone in the Belgian markets and the arrival of some imports from that country.

Hardware and Metal understands, however, that it is very unlikely that supplies of window glass will be available in any large quantity from that source for some time to come.

Stocks of wire nails which have been very low for some time are said to be somewhat improved, but the scarcity of large headed roofing nails is still very acute.

Very little improvement is noted in supplies of black and galvanized sheets and plates, or of pipe and pipe fittings. Bar iron and steel are also extremely low in stock.

Hardware and Metal understands that stocks of some of these are in better shape in some of the mills, but transportation remains the chief difficulty, and no material change in this direction is expected for some time yet.

There seems to be some indication of a decline in hardware prices as the primary markets in iron and steel show signs of some weakening.

Business in country districts is said to be very good and the fall fairs are now in full swing.

MONTREAL MARKETS

MONTREAL, September 30.—Despite the fact that many have been looking for a downward revision of prices on many lines, there are still numerous advances for regular and special lines of hardware. Bar iron and steel furnish one of the most interesting examples this week and this advance is due, largely, to the strong demand. Latest advices just to hand, however, would seem to indicate that some lower prices may be the outcome of the recent sagging of the market.

Nail stocks are somewhat heavier but advances have, in one or two instances, been made by the manufacturers, this totaling 25c per keg. The jobbing price still holds at $6.40 per keg. Roofing caps are higher and roofing nails are extremely scarce. Pipe vises of certain lines are higher Wax candles are higher and are scarce, too. Silver polish is up. Wire cloth for next year will sell at $3.50 per 100 square feet. Wrapping paper is again advanced. Barrel churns are up. Shaft splices, and stall fixtures, both made of steel, are marked higher. Radiation and boiler are marked higher. Stoves, ranges and heaters are in good demand and all are very firm and selling, manufacturers state, close to cost. Ingot metals, such as copper and spelter, are lower. Reach baseball goods are revised downward slightly. On all sides reports are favorable regarding country business. There is little indication here of any precipitate declines on manufactured hardware lines.

Lead Products Quiet; Revisions May Come

Montreal.

LEAD PRODUCTS.—In view of the fact that pig lead is purchasable on a lower basis, it may be that, ere long, prices will be shaded on pipe and sheets. Solders, too, in view of the easing trend on tin, may be easier. There is a fair, though restricted volume of business at the present time.

Lead pipe, per 100 lbs.	17 00
Lead waste, per 100 lbs.	18 00
Note.—Lead pipe is subject to a discount of	10%
Lead traps and bends ..... List plus	30%
Lead wool, lb.	0 16
Lead sheets, 2½ lbs.	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb	0 13¼
Do., 4 to 8 lbs. sq. ft.	0 13
Cut sheets ¼c lb. extra and cut sheets to size. ¾c lb. extra.	
Solder, guaranteed, lb.	0 35½
Solder, strictly, lb.	0 33½
Solder, commercial	0 31
Solder, wiping, lb.	0 30¾
Solder wire (8 gauge)—	
40-60	0 36¼
45-55	0 38½
50-50	0 41
Zinc sheets, casks	0 16½
Do., broken lots	0 17

Oil and Gasoline Firm, But No Change

Montreal.

OIL, GASOLINE.—Prices have remained without change on both oil and gasoline and there is an active sale for both. Coal oil prices range from 31 cents per gallon upward and motor grade gasoline from 43½ cents up. The freight rate increases made a difference in price of about two cents a gallon, this being already recorded.

Bigger Nail Stocks But Will Not Last

Montreal.

NAILS.—There is some improvement in the delivery of nails from the mills. This is welcome news to the trade in view of the very stringent condition surrounding these products for many months. One jobber stated this week

that there was now no difficulty whatever in getting his requirements of standard wire nails in various sizes. Prices are unchanged with the basis for standard wire nails $6.40 per keg and that for cut nails $9.90 per keg. Prices have, in some cases, been marked higher. The next few weeks, it is said, will record many heavy shipments to the lake head, and this will reduce any surplus held in hand here.

Galvanized Sheets Promise to Hold Now

Montreal.

SHEETS AND PLATES.—A slow but sure improvement promises in the galvanized sheet situation. It may take some weeks for this to manifest itself greatly, but supplies have been arriving from outside points with greater frequency than during the early part of the summer, and it is hoped and expected that this will continue. Prices are still firmly maintained, and some jobbers report even higher prices than those quoted in the market.

BLACK SHEETS—	
10 gauge	10 95
12 gauge	11 00
14 gauge	11 05
16 gauge	11 15
18-20 gauge	11 20
22-24 gauge	11 25
26 gauge	11 30
28 gauge	11 45
GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	15 00
28 gauge	14 60
26 gauge	13 25
22 to 24 gauge	14 05
20 gauge	14 05
18 gauge	14 05
16 gauge	12 75
English Standard—	
28 gauge	....
26 gauge	....
24 gauge	....
22 gauge	....
18 and 2 0gauge	....

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Roofing Caps Higher; Very Hard to Obtain

Montreal.

ROOFING CAPS.—An advance to $15 per 100 pounds has been made for roofing caps. These are very hard to obtain and in view of the fact that felt roofing nails are also very scarce, the situation is not promising. Jobbers state that they are almost sold entirely out of stock of both kinds.

Pipe Vises Scarce; Are Marked Higher

Montreal.

PIPE VISES.—An advance has been made in one line of pipe vises, No. 1 standard now selling at $4.55 each, and No. 3 standard at $7.30 each.

Wax Candle Prices Show an Increase

Montreal.

CANDLES.—Wax candles have advanced, and this is doubtless a direct consequence of the firming of petroleum market prices recently. In sets of 6 they are now selling at $1.35 per carton, and in sets of 12 $1.45 per carton.

Prices Are Higher For Silver Polish

Montreal.

LIQUID POLISH.—Higher prices are effective for a well known line of silver polish, Putz Cream. The present prices are as follows: ¼ pints, $1.45 per dozen; ½ pints, $2.40; 1 pint, $4.25; 1 quart, $7.10; ½ gallon, $12; 1 gallon, $22.

Wire Cloth to be $3.50 Per 100 Feet

Montreal.

WIRE CLOTH.—The price for the season of 1921 on wire cloth has been fixed at $3.50 per 100 square feet. This is somewhat less than the price quoted last year and will be welcome news to the trade.

Another Advance Made For Wrapping Paper

Montreal.

WRAPPING PAPER.—Higher prices are again effective for kraft wrapping paper, the present price of the jobbing houses being 15½c per pound. There is no indication that lower prices are likely to prevail on this product and advances are rather to be looked for from time to time.

Revolving Barrel Churns Advanced

Montreal.

CHURNS.—Revolving barrel churns are revised in price, this being an advance, and standard sizes selling as follows: No. O, each, $13.50; No. 1, $13.50; No. 2, $15; No. 3, $16.50; No. 4, $19.50, and No. 5, $24. A discount of 20 per cent. from these prices f.o.b. Montreal is allowed to the trade.

Prices Are Higher on Shaft Splices

Montreal.

SPLICES.—Higher prices are quoted in this market on Hercules shaft splices, which are now selling at $4.80 per dozen. The last price quoted was $4.50 per dozen, and the market is reported as being rather bare of supplies.

Active Sale Now For Stove Cements

Montreal.

STOVE CEMENT.—There is steady and active demand for stove cement from the trade at the present time. Prices hold without change.

Cotton Waste Easy; Might be Reduced

Montreal.

COTTON WASTE.—There is a somewhat easier tendency on the cotton waste market, although definite changes have not been made. A considerable quantity of cotton rags are now being used, it is stated, and these are selling at prices ranging from 13 to 20 cents per pound. The easing condition on cotton products generally indicates that there may be a downward revision on various grades a little later.

No Immediate Change on Auto Accessories

Montreal.

AUTO ACCESSORIES.—There is a continued movement of automobile accessories to the trade and the undertone remains steady and unchanged. Dealers are hoping that prices will be revised downward, but jobbers report that with continued high wage outlays, high transportation costs, and other outstanding items in the production charges, that there is little or nothing to indicate the possibility of a near downward revision.

Upward Revision on Small Tools

Montreal.

SMALL TOOLS.—There is a fairly good demand for small tools, such as pliers, wrenches, etc., and these lines are very firm. It has already been noted that one line of these goods advanced last week 5 per cent., and in view of the material and labor situation no declines are now anticipated.

Prices Are Higher on Stall Fixtures

Montreal.

STALL FIXTURES.—Stamped steel fixtures are higher in price. The present quotation to the trade is $2.50 per dozen.

Slight Reduction on Baseball Goods

Montreal.

BASEBALL GOODS.—A new price list has been issued on Reach baseball goods. This covers baseballs, mitts, leg guards, uniform bags, bat bags, bases, score books, masks, bats, gloves, etc. There has been a good demand for these products all through the season and even the small decline which has been made in this revised list will be welcome to the trade.

Further Advances on Iron and Steel

Montreal.

STEEL AND IRON.—There has been some change in the market and bar iron and grades of ordinary steel had been marked higher. This is due, in part, to the short runs of the rolling mills, who have not been producing for a good many weeks. In view of this fact supplies had been hard to obtain although the jobbing trade have have been taking care of retailers quite well. Revised prices will be found herewith.

IRON AND STEEL	
Common bar iron, 10 0lbs.	5 15
Refinish iron	6 15
Iron finish machinery steel	5 25

Mild steel	5 30
Band steel	5 50
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	5 20
Tire steel	5 50
Toe calk steel	6 20
Harrow Tooth Steel	5 45
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

Prices Still Firm; Iron Pipe Is Scarce

Montreal.

IRON PIPE.—Skelp is still hard to obtain and manufacturers are unable to offer any increased quantities of iron pipe to the trade, to speak of. At the same time, it is hoped that improvement will come this fall, although with conditions as they are at present it is doubtful if any early improvement in the matter of price can be looked forward to.

LIST NO. 46

Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8 63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2 66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4 39	4.39	5.21

Radiators and Boilers Advanced About 10%

Montreal.

RADIATORS.—An advance of approximately 10 per cent. has been made in hot water and steam radiators. This is something which was more or less anticipated in trade circles and is due to the increase in the price of pig iron, freight rates and higher labor charges. Round hot water boilers are now on a 40 per cent. discount basis, square 9-13 series water, 34 per cent.; steam, 35 per cent.; wall radiators, 7, 9, and 12 ft., $1.05; 5 ft., $1.15; with a discount of 34 per cent. on both water and steam. The market is very strong and demand has been fairly good for several weeks past.

Old Material Lags Except Some Lines

Montreal.

OLD MATERIAL.—Prices have remained fairly steady on a number of the old scrap materials. On others there has been a tendency to sag, but dealers expect that mills will be in the market for supplies a little later, and then the undertone will improve. Dealers in the country have not been sending in much of late.

Dealer's Buying Prices

Automobile tires	0 01½	0 02
Yellow brass	0 09	0 10
Red brass	0 16	0 17
Light brass	....	0 06½
Scrap zinc	....	0 06¼
Lead, heavy	0 06	0 07
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	14 00
Stove plate, per ton	....	30 00
Heavy melting steel	24 00	25 00
No. 2 busheling	10 00	12 00
Boiler plate	17 00	18 00

Rope and Cordage Have Held Firmly

Montreal.

ROPE AND CORDAGE.—There is little change in the rope situation. The demand is restricted at the present time and manufacturers think that business will improve in the near future. There is nothing at present to indicate a reduction in the basis on either manilla or sisal ropes, although competition from outside points on inferior grade fibres has been quite noticeable. Pure manilla basis is 35½c, New Zealand, Beaver, and similar grades of manilla 28c and sisal 22½c per lb.

Stoves and Ranges Active and Very Firm

Montreal.

STOVES AND RANGES.—A very strong undertone characterizes the stove and range market and same condition applies to heaters. Manufacturers have been very busy in turning out supplies to fill orders in hand for Fall business. As a matter of fact the demand, as regards heating stoves, has been greater than the available supply in some cases. Dealers who have deferred placing their initial orders will have no little difficulty in obtaining necessary supplies, according to recent advices. While no advances have been registered in stoves or ranges the undertone is very strong. Pig iron, heavy steel plates, and wages are dominating factors in the present strong market.

Ware Lists Indicate a Steady Undertone

Montreal.

WARES.—There is an active demand for various grades of wares such as enameled wares, galvanized wares, frying pans and all lines of fall goods which will soon be selling actively in the retail trade. These lines are steadily firm without change, and the undertone is quite strong.

Ingot Metals Remain Quiet and Some Easier

Montreal.

INGOT METALS.—Prices are remaining steady on some items, while copper and spelter are easing. There is not much new in the situation and the movement is limited.

TIN.—There is plenty of this in the market and prices remain unchanged, though the undertone cannot be stated as strong. Price still remains 53c per lb.

COPPER.—Easier in outside points and also easier here, with 23c quoted on casting and 23½c on electrolytic.

LEAD.—While a price of 8¾c still obtains on this there is a tendency toward lower quotations and these may be ruling soon.

ANTIMONY.—A price of 9½c still obtains on this, and there is nothing new since last week.

SPELTER.—As stated last week this has been ruling easier. There is a definite price change since that time, quotations here being half a cent less at 10c.

ALUMINUM.—Ruling unchanged and is quiet. Price in average quantities, 36c per lb.

TORONTO MARKETS

TORONTO, Sept. 30.—Among fewer price changes than usual the outstanding feature is the new prices on poultry netting for next spring. They constitute a considerable advance on this season's prices, equivalent in the two inch mesh to twenty-five per cent. This is not altogether a suprise as wire with all wire products including fencing has been very scarce all the year and has had a continual upward tendency.

Other advances include lubricating oils which have been increased from one to five cents per gallon according to grade, but fuel oil is shaded down a trifle, for the second time in two weeks. O'Cedar polish and mops are advanced in price. Screen wire cloth is being booked for next season at a fraction less than this year's prices.

Very little improvement is recorded in staple lines which have been reported from week to week as being hard to obtain, and stocks of bar iron and steel, sheets and plates, pipe and fittings, nails and wire are low, in some instances extremely so.

Very Great Shortage of Canada Plates

Toronto.

CANADA PLATES. — The demand for Canada plates seems as far from being filled as ever. These goods are nearly off the market and jobbers are unable to get supplies. Orders for stove pipes have to be turned down on account of inability to get deliveries of plates. One firm had to refuse an order for 12,000 stove pipes on that account.

Rope and Cordage Quieter, But Unchanged

Toronto.

ROPE AND CORDAGE.—No change is reported in the rope market. A little sorting up business is being done but quieter conditions prevail which is not unusual at this time of the year however. Quotations are firm at following base prices:

Pure Manilla 35½ cents per pound; New Zealand Hemp 28 cents per pound; Sisal 22½ cents per pound.

Shortage of Pipe Still Maintained

Toronto.

WROUGHT AND STEEL PIPE. — No change is recorded in the price of pipe and there is still a very great shortage. Many jobbers say their stocks were never in such a low condition and they have continually to turn down orders.

The mills have been unable to get sufficient supplies of skelp and cannot produce to their full capacity.

Prices, which are expected to remain firm, are as below:

LIST NO. 46
Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Wrought Iron Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.67
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.05	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Wrought Iron Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

No Change in Iron and Steel Shortage

Toronto.

IRON AND STEEL.—Very little new can be said this week regarding iron and steel.

No improvement in deliveries is reported, supplies are still very scarce although jobbers say that they have promises of improvement from the mills. Transportation now appears to be the main difficulty.

Prices remain firm as follows:

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 6 25
Common bar steel, ¼ in. and heavier	5 75
Common bar iron, 3-16 in. and lighter	6 25
Common bar iron, ¼ in. and heavier	5 75
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 25
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....
Mild steel	6 00
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	6 00
Hoop steel	7 50

Sheet Prices Unchanged But Scarcity Prevails

Toronto.

BLACK AND GALVANIZED SHEETS.—There still remains a big scarcity of supplies of both black and galvanized sheets, especially among the lighter gauges. 10 3-4 oz. is said to be particularly scarce.

While a little improvement in transportation was noted recently across the "border," it has not been maintained and the opinion is expressed in the trade that there will not be any decided relief in the situation before spring.

Quotations are as follows:

BLACK SHEETS

14 gauge	$11 35
16 gauge	11 50
18-20 gauge	10 80
22-24 gauge	10 85
26 gauge	10 90
28 gauge	11 00
3-16 inch plate	9 75
¼-inch boiler plate	...

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier	Apollo
10¾ oz.	$12 50	$13 25
U.S. 28	12 70	12 85
U.S. 26	12 40	12 55
22 and 24	12 25	12 40
18 and 20	11 95	12 10
16	11 95	12 10
12 and 14	11 20	11 95

An extra is now charged on galvanized sheets 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Valves and Bibbs Firm, But Unchanged

Toronto.

VALVES AND BIBBS. — Compression goods, valves and cocks are firmly held without change. No particular scarcity is reported in these goods and the demand continues fairly good.

Quotations on principal lines are as follows:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Bath cocks, Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	list plus 20%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Compression	16%
Quick opening	28%

Another Advance on Black Oil Prices

Toronto.

BLACK OIL.—There was an advance recorded last week in black oil and it has again been increased another cent a gallon. The higher freight rates are said to be the chief cause of this latest advance.

The summer oil is now quoted at 0.55.60 and the winter black at $0.34.10 cents per gallon, barrel lots, less 15 per cent.

Five Cents Added List Kerosene Tractor Oil

Toronto.

KEROSENE TRACTOR OIL. — In the revision of oil prices this oil has been advanced five cents a gallon on list, and is now selling at $1.50 less 15 per cent.

Machine and Cylinder Oils Take Slight Advance

Toronto.

MACHINE AND CYLINDER OILS. —Due principally to increased costs caused by the higher freight rates, the different machine and cylinder oils listed below have been advanced about one cent per gallon.

New prices are the following:—Capitol cylinder oil $1.01.60; machine oil $0.65.10; imperial gas engine $0.66.10; paraffine oil $0.46.10. List less 15 per cent on above.

O'Cedar Mops and Polishes Advance Fifteen Per Cent.

Toronto.

O'CEDAR MOPS AND POLISHES.— Higher prices go into effect on October 1st, on O'Cedar mops and on the polishing oil. The demand for these goods is very large, but increased costs make the higher price necessary, it is stated. The advance is approximately fifteen per cent. New prices are given below:

Mops. — O'Cedar mops, less handle, $14.00 per dozen; with handle $16.00 per dozen.

Polish. — 4 ounce bottles, $2.40 per dozen, net; 12 ounce bottles, $4.80 per dozen, net; 1 quart can, $12.00 per dozen, net; 1-2 gallon can, $20.00 per dozen, net; 1 gallon cans, $28.00 per dozen, net.

Screen Wire Cloth New Booking Price

Toronto.

SCREEN WIRE CLOTH.—Prices for next spring bookings on black screen wire cloth are in effect and it is being

quoted at $3.50 per 100 square feet. This price is a very little lower one than that of the present season which was $3.60.

Five Cents on List Added Polarine Oils

Toronto.

POLARINE OIL.—This line of gas engine cylinder oil has advanced about five cents per gallon on list and is now quoted at $1.50 per gallon, barrels, less 25 per cent.

Stiff Advance on Poultry Netting Prices

Toronto.

GALVANIZED POULTRY NETTING.—The booking prices for poultry netting for next season's booking are as follows:—Canadian, 1 inch and 2 inch mesh, list plus 25 per cent; American, lay flat, list plus 30 per cent.

This is a considerable advance as Canadian 2 inch mesh has been selling at net list, and 1 inch mesh at list plus 5 per cent.

Fuel Oil Again Shaded Slightly

Toronto.

FUEL OIL. — Fuel oil on which a drop of one cent per gallon was recorded last week is again down this week 4-5 of a cent.

Present quotations are 20 cents per gallon, net, in barrels and 18 cents in tank cars.

Gasoline and Coal Oil Firm and Unchanged

Toronto.

GASOLINE AND COAL OIL. — No change is announced in the price of these two commodities which are firm at prices as per current market quotation pages.

Prices Unchanged on Cotton Waste

Toronto.

COTTON WASTE.—Although there is an easier tendency reported in the cotton market no change has yet been made in waste prices which are given below:

WASTE	
Cream, Polishing	0 28
WHITE	
XXX	0 23
XX	0 21½
X	0 20
Japanese	0 17
XXX	0 24
XX, grad.	0 22½
XLCR	0 21
X Empire	0 19½
X Press	0 17½
X Special	0 15½
XC	0 18½
COLORED	
No. 1	0 18
No. 7	0 16
No. 1A	0 14½
No. 1B	0 12½
Fancy	0 19
Lion	0 17
Standard	0 15
Popular	0 13
Keen	0 11

Above lines subject to trade discount for quantity.

Copper and Brass Sheets and Rods Are Firm

Toronto.

BRASS AND COPPER.—No change has taken place in these metals and supplies while not over plentiful are in better shape than are iron and steel. Prices are unchanged and market quotations are as per current quotation pages.

Conductor Pipe, Elbows, No Change But Scarce

Toronto.

CONDUCTOR PIPE AND EAVES TROUGH.—No change in price has taken place on these goods and they are still scarce owing to shortage of galvanized sheets. They are quoted at 25 per cent. above list and the elbows at 50 per cent. above list.

Inactivity in Waste Materials

Toronto.

OLD MATERIALS. — Very little movement is reported in the waste material market. Scrap iron and steel have been fairly active, but other lines have been quiet. Prices are unchanged and are as follows:

WASTE MATERIAL	
No. 2 busheling	$13 00
Stove plate, per ton	32 00
Yellow brass	0 10
Red brass	0 15¾
No. 1 machinery cast	33 00
Heavy melting steel	15 00
Heavy copper	0 17
Scrap zinc	0 06
Light brass	0 08
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Heavy lead pipe	0 05¾
Tea lead	0 03
Automobile tires	0 02½

Higher Price on Butter Moulds

Toronto.

BUTTER MOULDS.—The "Daisy" wooden butter mould has been advanced in price and is now quoted at $2.75 per dozen.

Ingot Metals Dull; Some Lower Quotations

Toronto.

INGOT METALS.—A sagging tendency has been reported this week on ingot metals, with trading in most lines dull, and slightly lower quotations general.

TIN.—This metal has had a downward trend and reached a lower level than for some time on the English markets. Present local quotations are from 53 to 55 cents per pound.

COPPER.—Reductions are announced in U. S. markets on copper, but local markets are said to have been stagnant. Quotations for casting copper are unchanged at 24 cents.

LEAD.—An easier feeling is reported in lead markets, due to exchange and the arrival of foreign metal. Local markets have been quiet, and it is being quoted at 9½ cents per pound.

ANTIMONY.—No material change has occurred in antimony, which has been dull, and prices range from 10 to 14 cents according to grade.

SPELTER.—This has been fairly active at lower levels, and present quotations are around 10¼ cents.

ALUMINUM.—The market is said to be dull in this metal and prices are unchanged at 37 to 39 cents.

LONDON MARKETS

LONDON, ONT., Sept. 30.—Most prices continue firm, but with fewer changes noted. Linseed oil and turpentine are both a little easier again.

Among goods bearing a higher price this week are Westcott wrenches, carpenters' chalk, Johnson's floor wax and wooden rat and mouse traps.

The hardware business has been fairly good, although the exceptionally warm weather is retarding the sale of many cold weather fall lines. Goods are said to be coming forward a little faster now, but very many lines are still scarce. Nails and builders' hardware are in good demand. Collections are good.

Linseed Oil Little Easier in Tone

London, Ont.

LINSEED OIL,—A slightly easier price is being quoted this week on linseed oil but demand is not above normal. Quotations are as following:

Linseed Oil—	Raw	Boiled
1 to 2 barrels, gal.	$1 67	$1 70
3 to 5 barrels, gal.	1 66	1 69
6 to 9 barrels, gal.	1 64	1 67

Less barrels add 15c per gal.

Turpentine Declines Ten Cents a Gallon

London, Ont.

TURPENTINE.—There has been a decline of about ten cents per gallon on spirits of turpentine this week and present jobbers' quotations are the following:

Turpentine—	Per Imp. Gal.
1 barrel lots	$2 40
2 to 4 barrels	2 39
5 gal. lots	2 55

Wire Nails Scarce; Demand Is Good

London, Ont.

NAILS.—There is a very good demand here for nails and some sizes are rather hard to obtain. They are being quoted at $6.25 base for wire nails and $7.50 base for cut nails.

No Changes in White Lead

London, Ont.

WHITE LEAD IN OIL.—A good seasonable sale without any change in price is reported on white lead in oil. Present quotations are as follows:

	Tons	Less Tons
Pure	$20.45	$20.80 per 100 lbs.
Elephant Brand	20.95	21.30 per 100 lbs.

Window Glass Demand Is Steady

London, Ont.

WINDOW GLASS.—Orders at the present time for window glass are of a sorting character and are fairly good. No change from previous discount is announced although it is understood that better prices are being quoted. The American market is said to be firm but the Belgian market is easier, but supplies from there are not large.

Putty Sales Seasonable; Prices Firm

London, Ont.

PUTTY.—No changes in putty prices are reported. It is firm with a seasonable demand, but in no very large quantities. Prices are the following:

Putty—Standard—100-lb. drums, $8.30 per 100 lbs.; 25-lb. drums, $8.55. Pure—100-lb. drums, $10.80; 25-lb. drums, $11.05.

Good Demand For Ash Sifters

London, Ont.

ASH SIFTERS.—These goods are selling well at the present time and quotations are, for common wood side, $3.75 dozen; Banner, $3.65 each; No. 1 Rocker, $6.25 each.

Carpenters' Chalk Advanced in Price

London, Ont.

CARPENTER'S CHALK.—A new higher price is being charged on blue carpenter's chalk and present price is $3.00 per gross.

New Prices on Westcott Wrenches

London, Ont.

WESTCOTT WRENCHES. — New stocks of these goods are arriving and are being sold at the following prices which are higher than previous prices: 6 in., $12 per doz.; 8 in., $15; 10 in., $18; 12 in., $27.

School Crayons Costing More

London, Ont.

SCHOOL CRAYONS.—School crayons are costing more and the new price on the enameled white crayons is 35 cents per gross.

Johnson's Floor Wax Advances Five Cents

London, Ont.

JOHNSON'S FLOOR WAX. — This make of prepared floor wax has advanced five cents per pound this week and is now quoted at 75 cents per pound.

Victor Wood Traps Costing More

London, Ont.

MOUSE AND RAT TRAPS.—Wooden mouse and rat traps are now selling at a higher price and the following are the prices on the Victor make: Victor mouse traps, 47 cents per dozen; Victor rat traps, $1.75 per dozen.

Stove Boards in Demand; Present Prices

London, Ont.

STOVE BOARDS.—A good demand is being experienced for these goods and the following are prices quoted for wood lined boards:

Stove Boards, Wood Lined—24 in. square, list $18.50 doz.; 26 in., $21; 28 in., $23.50; 30 in., $25.50; 33 in., $32; 36 in., $37; 18 x 28, $19; 24 x 32, $25; 26 x 34, $26.50; 26 x 38, $28.50; 28 x 44, $40; 30 x 48, $50. Add 10 per cent. to list.

Coal Hods Are Moving Well

London, Ont.

COAL HODS.—Japanned and galvanized coal hods are now selling well and the following are prices charged:

Japanned—16 in., open, $6.84 doz.; 17 in., $8.64; 17 in. funnel, $10.26. Galvanized—16 in. open, $10.45; 17 in., $12.35; 17 in. funnel, $15.20.

Present Prices on Snow Shoes

London, Ont.

SNOW SHOES.—Fall orders are now being shipped for snow shoes and the prices are rather higher than last season. Quotations on the regular selling lines are given:

Boys', 10 in. x 33 in., $2.65 pair; Ladies', 11 in. x 36 in., $3.75; Men's, 12 in. x 42 in., $4.40; Men's, 14 in. x 42 in., $4.85; Men's, 16 in. x 42 in., $5.25.

Ice Skates Now Moving Out

London, Ont.

ICE SKATES.—Skates are now moving out and the prices on the Starr make are the following:

Starr Line—Acme Spring, No. 100, list $1.75 pair; Hockey, No. 153, $1.70; No. 150, $1.90; No. 154, Bull Dog, $2.10; No. 157, Beaver, $2.75; No. 173, Climax, $3.50; No. 193, Dreadnought, $4; No. 129, Mic-Mac, $5; No. 196, Imperial, $6; No. 181, Velox, $6.50; No. 190, Tube, $6.50. Less 30 per cent.

Latest Quotations on Furnace Scoops

London, Ont.

FURNACE SCOOPS.—The demand for furnace scoops is now commencing and prices charged are $12.50 per dozen for the heavy make in long or D handle, and $10 for the light make.

Good Demand For Builders' Hardware

London, Ont.

BUILDERS' HARDWARE.—The demand for builders' hardware here continues very good. Prices keep very firm with many shortages.

Discount Off New List Miscellaneous Wire Nails

London, Ont.

MISCELLANEOUS NAIL LIST.—The discount on the new miscellaneous wire nail list is 65 per cent. off list, instead of 50 per cent. off as it was on the old list.

Hand Sleighs Moving; Present Quotations

London, Ont.

HAND SLEIGHS.—Booked orders are now being filled, and goods shipped, on sleighs for the winter trade. Prices on the Canadian Buffalo Sled Co.'s lines are given below:

No. 27, list, $9.60 doz.; No. 26, $12.40; No. 30, $13; No. 32, $12; No. 33, $15.40; No. 36, $18.75; No. 36C, $27.50; No. 42, $27.50; No. 42C, $34; No. 36H, $21.50; No. 42H, $29.50; No. 85, $39; No. 86, $41.50; No. 87, $56; No. 16, $37; No. 17, $46; No. 18, $52.25. Less 35 per cent.

Hockey Sticks Higher in Price

London, Ont.

HOCKEY STICKS.—There is a probability that there may be a shortage of hockey sticks again this winter. Manufacturers have endeavored to take care of their customers who booked early, but the right kind of lumber is said to be scarcer and higher in price. Prices on some of the well-known makes are as follows:

Youth's White, $2.90 doz.; Rock Elm, $4.25; Dominion Special, $5.50; Hespler Special, $7.80; D.W.S. Hand Made, $10.80.

Skate Strap Prices For Present Sales

London, Ont.

SKATE STRAPS.—The following are latest prices on leather skate straps for this coming season: 21 in., $1.60 per dozen pairs; 24 in., $1.90; 29 in., $2.20.

Ammunition in Demand; Present Quotations

London, Ont.

AMMUNITION. — The demand for shot shells and metallic cartridges continues to be very good and Dominion make is quoted at 37½ per cent. off Canadian list, and Winchester and Savage at plus 27½ per cent. on American list.

WINNIPEG MARKETS

WINNIPEG, Sept. 28.—Hardware prices this week for the most part are very firm. Few changes have been made in prices and are for the most part in an upward direction. The new list of "extras" which has just been issued will alter the cost of most sizes of nails, although the base price has been unchanged. More shipments of galvanized sheets have been received, but did not last any length of time, as there was only sufficient to fill some of the many orders in hand. Axe handles are very scarce and some lines have been advanced in price this week. Coil chain is scarce and the price has also been advanced this week on this commodity. Lower prices are quoted on washing machines. Barbed wire receives another boost in price this week. Columbia batteries and Hot-Shot batteries are quoted this week at higher prices. A number of builders' hardware lines are advanced. Cold drawn machinery steel and angle iron are also advanced in price.

Business in the hardware trade is quite active, especially in the country trade.

Collections are reported to be good.

New High Prices on Car Movers

Winnipeg.

CAR MOVERS.—There has been a scarcity of car movers for some time, but these are again available and a fair supply is now in hand. The Badger No. 5 is now quoted at $7.00 each.

Dry Cell Batteries Costing More Money

Winnipeg.

BATTERIES.—Although there seems to be a good supply of batteries on the market the prices have been advanced, due to the greater cost of raw material used in their manufacture. Prices quoted this week are as follows:

Columbia, No. 6—Barrel lots of 125, $48.35 per 100; 50 or less than 125, $49.35; 12 or less than 50, $51.85; less than 12, $56.85.

Columbia, No. 8—Barrel lots, $107.90 per 100; 25 or less than 50, $111.40; 12 or less than 25, $114.40; 6 or less than 12, $133.90.

Hot Shot Batteries—No. 1461, $2.45 each; No. 1462, $2.45; No. 1561, $2.77; No. 1562, $2.77; No. 1662, $3.65.

Multiple Batteries—No. 266, $6.75 each; No. 356, $9.00.

Gate Latches and Hinges Advanced in Price

Winnipeg.

GATE LATCHES AND HINGES.—The price has been revised upwards on these lines this week and they are quoted as follows: Gate latches, No. 65, per doz., $3.35; No. 60, per doz., $3.35. Gate Hinges, No. 60, per doz., $6.00; No. 65, per doz., $4.65.

Barbed Wire Again Advanced

Winnipeg.

BARBED WIRE.—Although the price on barbed wire was raised last week another advance has been made this week owing to the scarcity and increased cost of raw material. Lyman 4 pt., Fort William, $5.80; Winnipeg, $6.35. Gliden, Fort William, $5.65; Winnipeg, $6.15. Baker, Fort William, $5.55; Winnipeg, $6.05.

Machinery Shafting Prices Have Upward Revision

Winnipeg.

MACHINERY SHAFTING.—There is a very limited stock of steel on hand and it is very difficult to get any at all. The prices of cold drawn machinery shafting have been revised upwards and quotations received this week are as follows:

5-16 in., $11.31 per 100 lbs.; ⅜ in., $11.31; 7-16 in., $10.83; ½ in., $10.83; 9-16 in., $10.83; ⅝ in., $10.51; ¾ in., $10.51; ⅞ in., $10.35; 1 in., $10.35; 1⅛ in., $10.25; 1¼ in., $10.25; 1⅜ in., $10.25; 1½ in., $10.11; 1¾ in., $10.11; 2 in., $10.11; 2¼ in., $9.85; 2½ in., $9.85.

Higher Prices Quoted For Cable Chains

Winnipeg.

CHAIN.—Higher prices have been looked for on different lines of chain for some time due to natural causes that have been prevalent with other lines and therefore the higher prices quoted below this week will cause no surprise:

Cable Chain, Electric Weld—3-16 in., $20.25 per 100 lbs.; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—⅜ in., $15.95 per 100 lbs.; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $14.25; ⅞ in., $13.85; 1 in., $13.50.

Angle Steel Has Advanced in Price

Winnipeg.

ANGLE STEEL.—Another advance in the price of angle steel has been recorded this week and it is quoted as follows:

3-8 in., $6.80 per 100 lbs.; 5-16 in., $7.05; 1-4 in., $7.05; 3-16 in., $7.05; 1-8 in., $7.05.

Cant Hook and Harrow Tooth Steel Are Higher

Winnipeg.

CANT HOOK AND HARROW TOOTH STEEL.—New higher prices on these have gone into effect and quotations are as follows per 100 lbs.: Harrow tooth steel, $6.55 base; cant hook steel, $7.30 base.

Logging Chains Advanced in Price

Winnipeg.

LOGGING CHAINS.—New higher prices are in effect this week on logging chains and present quotations are:

Log Chains—¼ in., $21.75 per 100 lbs.; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

Trusty Screw Drivers New Selling Prices

Winnipeg.

TRUSTY SCREW DRIVERS.—A recent shipment of these has lately been received at slightly higher prices and they are now selling as below: No. 4x4 in., $5.50; 5 in., $5.50; 6 in., $5.75.

A New Shipment of Combination Pliers

Winnipeg.

COMBINATION PLIERS.—A shipment of six-inch combination pliers has been received here, No. 1180 x 6 in., and is quoted at $12.40. This is the most reasonable plier offered here for some time.

PITTSBURGH MARKETS

PITTSBURGH, September 30.—Independent steel producers make considerably less effort than formerly to conceal the fact that they expect steel prices to decline. A common prediction now is that prices will not go below the Steel Corporation level. As no one had predicted that they would the statement is not particularly important, except as a definite admission of an abandonment of the hopes independents had entertained from time to time that the Steel Corporation would advance its prices. The main question now is one of time, when it will be that the independent steel prices will drop. Thus far they have not declined to any really noticeable extent, for the decrease in premiums for particularly prompt shipment that has been in progress at intervals for three months or more does not represent a general market decline. Naturally, in keeping with traditions, the aim of independent mills is to hold their prices up as long as they have much contract business on their books, as to reduce prices would be to encourage cancellations and suspensions of shipment.

The Automobile Declines

Up to date, Ford, Franklin and Crow-Elkhart have announced reductions in the prices of their cars, from 15 to 30

per cent. In some quarters these reductions, doubtless to be followed by other automobile makers, are regarded as containing a challenge to the steel industry to reduce its prices. The steel industry, however, shows some indisposition to admit that any challenge of this sort is necessarily implied. They point out that during the past nine months, or say since the first of the year, the automobile makers have received steel at a very wide range of prices. In the aggregate, by far the major part was at the Industrial Board prices, and a relatively small part was at very fancy prices. It is asserted that automobile prices of late have been in relation with the highest priced steel, constituting the smallest tonnage, rather than in relation with the lowest priced steel, constituting by far the bulk of the tonnage. The fanciest prices were made by the automobile industry, seeking additional tonnages to supplement deliveries due on contract, and practically disappeared when that particular trade stopped buying.

In view of the fact that the sharp price advances in steel products early this year were due in great part to the eager and extravagant bidding of the automobile industry, and were recognized at the time as being caused chiefly by that industry, when other consumers who wanted steel were unable or unwilling to bid fancy prices, it might be considered natural enough that now the automobile industry should be able to exert an influence in the opposite direction, and produce low prices as it formerly produced high prices. One difficulty, however, is that the automobile industry does not really take any large part of the steel output, and another is that the trade has been so sudden in its recent cancellations of orders and instructions to suspend shipments that its contracts cannot well be set at a high valuation, excepting, of course, one or more large makers who are good in living up to contracts.

Heavy Deliveries of Steel

The great increase in steel deliveries that has occurred in the past few weeks does not seem to be rated as high as it deserves to be in constituting a market factor. The stagnation in new buying is properly attributable chiefly to this increase in deliveries. It should be noted, first, that the production of steel in August was seven per cent. more than the production in July, while the production August 1 to date has been well in excess of output in the same length of time prior to August 1. Next it must be noted that up to about August 1, and beginning in April, the steel mills were stocking steel, on account of car shortage. Since about the beginning of August they have been moving their stocks, and the highest estimate is that one-third of the stocks remain, while the lowest estimate is that practically nothing remains of the stocks. Thus the stocks have been moved at a much greater rate than that by which they accumulated, and the production itself, also moved, has been greater than formerly. Obviously the tonnages of steel received by jobbers and manufacturing consumers have been much greater in the past few weeks than in July and preceding months. This change would in itself be amply sufficient to account for the stagnant market.

It is the common view, however, that there is a decrease in consumption of steel, with further decreases in prospect, and thus no one seems to expect the market to recover. The common view is that prices will have to go through a course of liquidation, so that the only questions are when the readjustment will occur and how far prices will drop.

As to decreases in consumption, there is the automobile industry, which is consuming less than one-half as much steel as it did at the top point, and then there is the showing made by the fabricating shops, the report of the Bridge Builders' and Structural Society showing bookings of fabricated steel contracts in August equal to 40 per cent. of the fabricating capacity, against 50 per cent. for July and an average of 72 per cent. for the first six months of the year. Again, there is the case of the railroads, which are buying but little now, and are hardly likely to be in the market again in the near future. In the first eight months of the year about 65,000 freight cars were ordered by the railroads and industrial concerns, but there is no likelihood that the last four months of the year will add much more business.

The independent plate market is quotable at about 3.25c. There are rumors of lower prices being done, but these lack positive confirmation. Merchant steel bars can generally be bought at 3c by buyers with regular mill connections, and mills that are quoting higher prices, up to 3.50c or more are probably getting little, if any, business. Shapes are 3.10c, but with scarcely any buying. Black and galvanized sheets show a declining tendency, but are very difficult to obtain for early delivery at any price. A fair average of the independent sheet market is 7c to 7.50c for black, 8.75c for galvanized, 5.25c for 5.50c for the heavier gauges of blue annealed, say 12 and heavier, with 5.75c base for 16 gauge.

The Steel Corporation prices, which are going to be more and more in evidence, are: Bars, 2.35c; shapes, 2.45c; plates, 2.65; blue annealed sheets, 3.55c; black sheets, 4.35c; galvanized sheets, 5.70c. These apply only to the domestic market.

Pig Iron

The local pig iron market is quotable unchanged simply because nothing has occurred, and the "market" must be given at the levels at which business was last done, $50 for foundry and malleable, and $48.50 for Bessemer and basic, f.o.b. valley furnaces. Lower prices might be quoted even now if there were any inquiry, but there is none. Pittsburgh foundries do not even buy southern iron, which can be had at $2 36 less, delivered Pittsburgh, than valley iron.

Factors That Suggest Steady Glass Market

Demands This Year Have Been Heavy—Present Trade Quieter But Little Improvement in Stocks Carried—Importers Can Only Get Actual Requirements and Accumulation Difficult.

Interview with F. J. Kerr, Montreal manager Pilkington Brothers

MONTREAL. — Trade for glass in Canada during many months of the present year has been exceedingly heavy. This has reduced stocks to the point of exhaustion on many sizes—particularly the larger plates, and in many instances, for a time, several smaller plates had to suffice where the larger were required. Of late this condition has improved and plates can now be supplied with reasonable promptness. This does not mean that all the glass necessary is in the hands of importers. The condition is influenced by the falling off of demand that has been manifest for a few weeks. Were the demand as great as formerly there would still be the acute shortage on those larger sizes.

Belgian glass has been forthcoming for some time past. This has gone into Canadian trade channels promptly, and many different jobbers were handling the products from there. In fact quite a considerable competition has arisen in the marketing of these supplies and this has had the effect of somewhat unsettling the market, a number of those possessed of this grade selling it at shaded prices. Some of this competition is still manifest, but as supplies are not excessive, or even normal, there seems to be little justification for price-easing. Wages and other production costs have held high.

Limited Improvement

Glass has been forthcoming from three sources—the United States, Great Britain and Belgium. Supplies from England have been restricted. Representations made to the manufacturers there, however, have served to improve the situation in so far as the allotments to this market are concerned. Canada has been receiving a larger (though not as large as desired) supply of both plate

and box glass than she received for many months in the earlier part of this season. The demands there prevent the sending of more than actual present and immediate future needs justify, and there is no possibility of building up a surplus.

The supplies available from the United States have been restricted, home demands absorbing much of the production. Reports indicate that the manufacturers have not been able to get those results from labor that were desired or expected. While the "fires" were in operation longer than usual this year, it appears that the extra runs did not secure the output it was hoped for. As a consequence the immediate home demands are such as to absorb the output of the mills quite regularly, although, of course, some glass comes into Canada from there.

The state of things in Europe, generally, has doubtless favored Canada, in so far as glass shipments are concerned. For instance, it is understood that Germany has not been letting Belgian glass in, while Russia, too, and some of the Balkan States are understood to not be buyers or prospects up to this time. The matter of credit has doubtless been a factor. Therefore there was some surplus glass that could be spared and Canada got it. Even at this, it is said that much of the glass came forward on a spot cash understanding. The Belgian makers are said to not be extending credits and that shipments have been sent along on the basis of cash against documents. Supplies of this glass are understood not to be extensive, as far as imports to Canada go.

As to Prices

In the matter of prices there is nothing to indicate an early change. The fact that stocks are limited and even short is a big item in itself. In ordinary times stocks would be eight or ten times greater than at present. It will not be possible to secure replenishment of these stocks, in the regular way, for a long time. Some are holding back from buying in the hope and expectation that there will be a decline, but this is not looked for now.

There is much need for building of all kinds and when those wanting to build can be assured that markets will not tumble precipitately they will go ahead.

Higher Freight Affects Paint Business to Very Small Degree

Experience with Higher Freight Rates in United States Shows that Better Transportation Much More to Be Desired Than Low Rates on a Poor System.

IN view of higher freight rates in Canada it is interesting to note the opinion of how higher freight rates in the United States affect business, especially in so far as paint trade is concerned. Dealing with the subject the American Paint Journal says:

"The increase in the cost of producing a gallon of paint, due to the advance in freight rates will be very slight, and it is not probable that it will be reflected in the selling price. It is pointed out that the freight on a car of material, average haul, is approximately 60 cents per hundred. An increase of 20 per cent., it will be seen readily, means only two or three cents per gallon in the cost of production.

"That which is of keen interest to manufacturers and jobbers relates to the rate adjustments between competitive points. A percentage advance makes wholesale disturbance in rate relationship. A 40 per cent. increase on a dollar rate is four times more than a 40 per cent. increase on a 25-cent rate. Consequently a percentage advance will compel the longhaul shipper to absorb a very substantial portion of the advance to meet the prices of his competitors.

"A representative of a St. Louis paint manufacturing company, discussing the increase in freight rates, said if the new tariff would bring an improvement in the service, it would mean a decrease in the cost of producing paint instead of an increase.

"Retailers say there will be little increase, if any, in retail prices. Opinions such as that the consumer will pay three times as much as the increased freight are not justified, and even if true it would not add largely to the retail prices. The amount of retail prices of goods charged to transportation is comparatively small. It is possible that profiteers might undertake to use the plea of heavier freight costs to cover up their excessive prices, but the rule of supply and demand under competition is bound to have its way and freight rates will in the end have only their normal effect upon prices.

"Manufacturers more than anybody else will be affected by traffic changes. Yet even they quickly adjust their business to them. The prosperity of the country and the economic living of the people depends far more upon the regular and adequate and speedy transportation of goods than it does upon the freight tariff. What the country needs is better transportation. The cost of it should be a secondary matter."

CANADA LEADS IN EXPORTS OF TIN AND TERNE PLATE

Canada, for the month of July, exported 14,442,405 lbs. of tin and terne plate to the value of $1,046,-121, being more than any other country in the world.

Easier Glass Prices Due to Belgian Imports

Lower prices on window glass this week are said by H. M. Adams, of the Toronto Plate Glass Importing Co., to be due to the unloading of Belgian glass in the Canadian market. Other opinions are that receipts of Belgian window glass are temporarily falling off owing to the large demand for this product in the English market.

N.C.R. Has Novel Profit-Sharing Plan

A profit-sharing plan of an original and unusually liberal character is announced to the Canadian employes of the National Cash Register Co. by Frederick B. Patterson, vice-president, who made the trip from Dayton expressly to explain the many unique features of the plan. Briefly summarized, the plan calls for a clean fifty-fifty division of profits between company and all employees, who are not members of the company, with odds, if any, inclining in favor of the employes.

The profits of the company are to be determined by an outside firm of accountants. From the total profits will be deducted an amount equal to six per cent. interest on the money invested by the company.

After the six per cent. interest is deducted, the remaining profits are divided equally between employees and company

Between 85 and 90 P.C. of World's Consumption of Asbestos Met by Quebec Province

Canada leads in asbestos, and exportations continue to grow more important. Ontario's pre-eminent position with regard to nickel is closely approximated by Quebec's wealth in asbestos. While a large part of the first-named mineral is refined in Canada, however, only a very insignificant portion of the asbestos output is obtained for domestic manufacture.

Exports of Canadian asbestos in 1919 totalled 134,478 tons, with a value of $9,886,460, according to the Canadian Customs Department. Of this quantity 95,976 tons of asbestos fibre, crude and mill stock, with a value of $7,232,744, went to the United States; 10,500 tons, with a value of $902,796 went to Great Britain, and 3,446 tons, with a value of $1,490,155 went to other countries: 26.156 tons of asbestos sand and waste, valued at $259,875, was exported to the United States, and 15 tons, valued at $900, to other countries.

Establishing a Paint Service Dept.

Some Pointers to Help the Paint Department Along at This Season of the Year—A Service Department With Salesmen Who Can Give Expert Advice on Decorating Problems.

Written specially for Hardware and Metal by F. A. FARRAR

LUMBER prices like everything else are going skyward, not only lumber but all items entering into building construction.

A neighbor of mine had planned to build a home last year, a building which totaled $14,000. He had a fine lot, and this spring set about planning the erection of this new home, but he found that the old figures had gone up to $32,000, an increase of $18,000. He did not build.

An illustration of a paint service department similar to that described in this article.

On this basis it is very important that proper protection by means of paints and varnishes be given to all wood, plaster and metal. This idea is being driven home to consumers through the "Save the Surface and You Save all" Campaign, and if you properly sell the consumer on this idea, your paint profits are going up. You can build a large fall paint trade and sell for use by those who will be indoors through the long winter months.

Paints Not Getting Any Cheaper

There is a great inclination and ability now on the part of customers to buy paints as well as other necessities of life. Paints are not getting any cheaper, and considering all the contributory elements covering the high price of this commodity, there seems no immediate prospect of their being any cheaper. There is no sign of an early price decline, and people are becoming reconciled to the fact that a permanently high price level may be expected, there being no general expectation of lower prices as a factor to be counted on.

While a point of great importance is the actual need for paints in order to make up for neglect which has been practised in the last few years, and under these conditions unique selling plans will attract the attention of buyers and new and novel methods of going after the paint and varnish business will bring results.

One very strong booster for paint sales is to advertise locally that you have established a paint and varnish service department. Select one of your best clerks from the paint section, one who is well versed in the manufacture and importance of painting, and use his name in your ad., advising that if trade will call upon "Mr. So and So" he will be very glad to be of real service to them in the selection and proper use of painting materials.

You should have in this department finished panels of varnishes, paints, enamels, etc., all of which can be secured from the manufacturer from whom you receive your goods, especially if you advise him of the service you are establishing.

If you can't have a special room for this purpose at least arrange a certain portion of your paint department for this exclusive use, and put up a sign reading: "PAINT AND VARNISH DEPARTMENT."

It will greatly stimulate your sales if you can partition a little room off with beaver boad and appropriately decorate it. The walls can be painted with an attractive combination of two shades of flat wall paint or even kalsomine which you sell. Put up a small plate rail and put on this WOOD PANELS FINISHED WITH FLOOR VARNISH, HOUSE PAINT, VARNISH STAINS, FLAT WALL PAINT, MISSION FINISHES, etc. Then on the under edge of this rail you can put little brass cup hooks and hang additional panels attractively finished. On the counter or table have color cards and advertising literature.

You see most hardware stores with paint departments do not go to this trouble, but you can profitably push paint in this way. (We are giving an illustration here of how a little booth can be arranged.)

(Continued on page 64)

Moore's Automobile Finish

Dealers will find this all year staple a profitable addition to their accessory counter.

The wise motorist will enamel his car this Fall to withstand the rigors of Winter.

Moore's Automobile Finish renews the appearance of automobiles and makes them look like new. It is easy to apply, self-levelling and dries over night. There are nine shades: Black, Oriental Yellow, Auto Gray, Emerald Green, Vermilion, Jockey Red, Wine Color, Cobalt Blue, Brewster Green.

This popular finish "grips the metal" and leaves a strong, elastic finish that does not chip or crack—a powerful selling point with the motorist. He buys, and once he buys, repeat orders are assured.

A Moore Agency Builds Business

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto - - Winnipeg

"Save the surface and you save all" — Paint & Varnish

"Save the surface and you save all" — Paint & Varnish

If interested tear out this page and place with letters to be answered.

The Brush Department

Regarding the Manufacture of Brushes

Description of Interesting Features of Manufacture in One of Canada's Important Industries—Knowledge of the Line Makes a Dealer a Better Salesman of Brushes.

(Continued from last issue)

WITH the smaller brushes, especially with the better kinds, the proper spaces for the holes are marked and then a small bit is used, the operator holding the back in his hand and guiding it to the machine.

The bristles used in the finer hair brushes are obtained from Russia, and with Russia in its present state of upheaval it is difficult to get this material. The peasants of Russia collect the bristles, which grow upon the hide of the wild boar. It may be remembered that hunting the wild boar was, in the old days, the sport of European kings, the pastime of spearing these ferocious animals being sufficiently dangerous to attract the venturesome in search of excitement. When the bristles from these wild boars were first used for brushes is not known, but the fact is that for many years the peasants have made a regular occupation of collecting them. It was not always necessary to capture or kill a boar as in districts where the animals were plentiful, bristles could be picked up on the ground. Before being exported, the bristles are cleaned and sized. Some of the best grades are as much as seven inches in length. Whatever the size, they are gathered together and put in pound or half-pound rolls.

The same is true of the bristles sent from China, the exporters in that country packing their goods with accuracy and neatness.

Bristles are not the only material entering into the manufacture of brushes for the many varieties of household brushes require different fibres of different degrees of stiffness.

Other interesting raw materials, which are imported from the four corners of the earth, include rice root from Mexico; Tampico fibre, also from Mexico, being a tough substance obtained from leaves of a plant something like the cactus; Palmyra fibre, also a tough, very stiff substance obtained from tree bark in India; bassine, another Indian product; bass from Africa; Palmetto fibre, obtained in Florida; soft horse hair from England to supplement the Canadian supply; and Kittool, a fibre obtained in South America, and especially adapted to the making of horse brushes.

To be continued.

"Losing Money," Say Turpentine Producers

Southern Operatives Planning Curtailment of Production—Surplus Growing Each Week Gives Little Hope for Better Prices.

TURPENTINE is being produced at a loss, according to claims made by the Southern operatives, and a plan for curtailing production is being discussed," says "American Paint Journal."

"It is represented that rosin and spirits now are in a worse condition than they were in 1914, when fully 80 per cent. of the operators were forced to close down or discontinue working a very large portion of their boxes. Representation is made that the operators are producing only with the hope that prices will get better, which they now claim is hardly possible unless production is cut fully one-third. With a tremendous surplus, which is growing larger each week, and with no apparent let-up in the production, operators claim they can have no hope of better prices.

"A plan has been suggested by E. A. Smith, of Perry, Fla., which would require organization, a large fund of money, and concerted action. He plans to form an association to take one-third of the products off the market and store it, holding it until prices are stiffened.

"This plan was suggested to the zinc and lead producers of the Joplin district last year, and several meetings of the mine operators were held to discuss it. Finally it was decided that the only way to take ore off the market was to quit producing it. It was pointed out that the minute the concentrates were dumped into the bin of the mine operators it represented production, and became surplus ore, regardless of whether it was in the bin of the operator, the smelter, or the warehouse company.

"Instead of trying to elevate the price, the chances are that the turpentine producers will get better results by shading the wage scale, which is reported to be out of all proportions, and by increasing their plant and labor efficiency."

Glass Importations from United States Show Decrease

Canada's importations of common glass from the United States in 1915 were 38,444,324 square feet, while in 1919 imports had decreased to 17,785,-624 square feet. These figures were misquoted in a recent table appearing in Hardware and Metal.

Carpenter-Morton Co. Expands

Carpenter-Morton Company, Boston, are making an extensive addition to their factory at Everett, Mass. The new brick building which will be occupied about November 1, 1920, is 60 feet by 50 feet and five stories high which will be about 15,000 square feet additional floor space. The basement of the new building will be used for storage. The first floor will be occupied by the advertising department. The second floor will be used for the packing of dyes and a part of this floor will be given for a lunch and rest room for the factory employees. The third floor will be occupied by the production department. A portion of this floor will be fitted with shower baths. On the fourth floor will be the chemical laboratories.

CANADIAN IMPORTS OF ROSIN AND TURPENTINE FROM U.S. IN JULY

Canada during the month of July, 1920, imported 16,818 bbls. of rosin valued at $287,789 and 114,734 gallons of turpentine valued at $180,200 from United States.

More than 60 Years in your Service

1856-1920

To the left is the first Boeckh factory, 1856. Below is the present warehouse and factory as it appears now, in 1920

SIXTY years seems quite a long time, doesn't it? It is a long time. Not many firms in Canada can look back over an unbroken record of more than threescore years.

Our business, too, has increased proportionately while we have succeeded in winning and retaining, as we have grown, the sincere respect and friendship of the retail trade with whom we have done business.

There has been a reason for our success, as there is always a reason for every big, strong and progressive institution, and that reason isn't far to seek.

Why is our business impressive in its magnitude? Not by accident. Not on account of the advertising it has received. If our brushes were not superior, or if they were not what we claimed for them, you would never have heard of us. The chances are that we would be struggling along in a little place on a side street.

If our prices were excessive, or if we sold only to the merchant who doesn't spend his money wisely, our business would be very small instead of very large.

The reasons which have appealed to other progressive and successful retailers as sufficient to warrant them in giving us their business will, we believe, appeal with equal force to you.

The retailer, absorbed daily in the arduous and exacting duties of store and office routine, is in a position to appreciate to the full the kind of service our long experience and close study of his needs enable us to give him.

Most Canadian hardware, paint and oil, and general store merchants are constant users of this service. If by chance you are not yet one of them, suppose you let us prove its worth to you. You will find our mail order department especially careful, efficient and prompt in handling your orders whether large or small. The combined knowledge and experience of sixty years are at your disposal in assisting you to win and hold the trade and good-will of your customers.

The Boeckh Company Ltd., Toronto, Canada

Floor Finish—the Shelf Starter

The Most Profitable Product on Your Varnish Shelves is Floor Finish Says Charles H. Smith—Good Floor Varnish is Also a Good General Purpose Finish

By CHARLES H. SMITH, Manager Architectural Dept. Berry Bros., Inc.

IN every line of business there are certain commodities for which the demand is greater and more continuous than for the general line, and even among such special articles there is usually one that is more prominent than the rest—a sort of natural leader from a selling standpoint, says Charles H. Smith in the American Paint and Oil Dealer.

If I were asked what this particular staple was in the over-the-counter varnish business. I should say without any hesitation "Floor Finish."

There is a reason for this. A good floor finish has a very broad field of usefulness. Every varnish will not answer for floors, but a good floor varnish can be used for practically any purpose and give excellent results.

Floor finish therefore has more sales chances than other varnishes. The ordinary demand for floor finish is large and always growing because of the wider and wider adoption of natural wood floors. This demand is enormously increased because a good floor finish can be consistently recommended as a general purpose varnish.

Floor varnish should be sufficiently tough and elastic to withstand the kind of usage a floor usually receives. It should cover well, stand water without injury, dry well, look well, and give the maximum wear for any interior finishing use. As will readily be seen, these qualifications fully warrant the dealer in suggesting the use of floor varnish for any interior finishing purpose and the arguments in its favor are so logical and true that the average buyer cannot fail to be impressed.

The net of all this is, the dealer can

Charles H. Smith

greatly simplify his varnish sales department by carrying fewer brands and educating his customers to call for floor finish not only for floors but for all interior uses when a good durable varnish is wanted.

I think, without question, the most saleable floor finish is the clear or transparent, which is suitable for all floors and interiors. If a dealer carries colored floor finishes, he must handle an assortment of such colors as he finds saleable or suffers a handicap.

To establish a good demand for floor finish attracts business for other lines, and has a stimulating effect on the volume of sales. Get people to cultivate the habit of coming to your store for floor varnish and you can eventually hold them on other lines if your goods are right.

To get permanent and profitable returns from a floor finish stock, the dealer must get his name allied with brands that through a combination of meritorious goods and skillful advertising have become household words wherever varnish is used. Use shelf and show window liberally, and also display such store cards as are supplied by the manufacturer, taking care to place them where they can be seen to the best advantage.

It does not require a large investment to put in a stock of floor varnish. From seventy-five to a hundred dollars will be ample for a first order and the dealer can replenish his stock according to his needs. One gallon, half gallon, and quarter gallon cans are the principal sizes called for and the dealer's discount is the same as on other architectural finishes.

Floor finish is an especially attractive proposition for the dealer, because:

1. The great demand for it is always growing greater.

2. The combined demand for floor finish for its particular purpopse and also for the multiplicity of uses it can be recommended for, make it certain that the demand will not only always be great but permanent.

3. It enables the dealer to carry fewer brands of varnishes without curtailing his sales.

4. To specialize on a good floor varnish establishes a desirable prestige and attracts trade for a dealer's whole line.

New Differentials on Putty and Lead

Montreal.—Following the advanced freight rates higher differentials on putty and white lead are made effective. The following advances over Montreal prices apply to white lead: Toronto and Hamilton, 45c; Brantford, 50c; London, 55c; Windsor, 60c; Port Arthur and Fort William, 75c. Freight equalized on all points excepting Port Arthur and Fort William. The Maritimes, including St. John, carry a 50c differential over Montreal.

In the Far West the following differentials apply: Winnipeg, $1.25; Victoria and Vancouver, $1.50; Calgary and Edmonton, $2.35; Regina, $1.90; Moose Jaw, $1.95: Saskatoon, $2.

Putty differentials have been changed from Fort William east. The base price is unchanged in bulk barrel putty but on other packages these differentials are now effective, 100 pound iron $1 over bulk price; 25 pound tins or irons (loose) $1.25; 12½ tons or irons (loose), $1.50; bladders in barrels, $2.25; bladders in cases, $2.50. In the event of 25 pound or 12½ pound tins being wanted in a separate case, a charge of 75c extra is made.

Establishing a Paint Service

(Continued from page 66.)

Back up this service department with local newspaper advertising in which you feature certain goods for specific sale, and also put a good sized card in your window calling attention to this service department, and stating that you can intelligently solve any home decorating problem.

By putting some paint clerk in charge of this home service section you greatly stimulate his interest, and with a little guiding and suggesting you can make him of very valuable assistance in your merchandising plans. Be sure that he knows the approximate amount of materials required to paint a certain size of house. You can get this from the back of any house paint color card. See that he is well up on how paint will act over certain surfaces, the number of coats to be applied, the number of square feet one gallon will cover, etc., and he should also be able to explain convincingly the advantages of ready-mixed paint, we will say, over white lead and oil, its greater durability, freedom from chalking, and the fact that it covers more surface, etc. See that he knows the advantages of a good paint over a cheap one; let him have figures at hand and cultivate a little knack for pleasant color combinations.

The Luxeberry Painter Says:

"The Australian savage is not the only one who makes boomerangs. I was hit by a varnish boomerang once. I figured too low on a contract and bought some cheap varnish that made me do the job over at my own expense. It was sure some boomerang. I have never wandered away from 'Berry' brands since."

The Berry label is a certain protection against inferior varnish, and all buyers know it.

Partial List of Distributors of Berry Brothers' Products

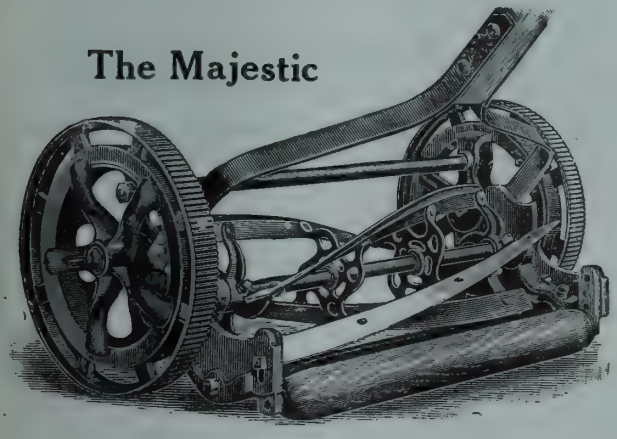
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties

(248)

Walkerville, Ontario

The Majestic



Speedy in Action Speedy in Sales

Before placing your order for mowers, it will pay you to investigate Eureka Machines. Our range consists of the following:

Rapid, Garland, Majestic, Speedy, Forest Glen and Federal.

Sizes: 14, 16, 18 and 20 in. cut.

The Speedy is one of the Eureka Famous Six, that has met with popular favor wherever used. Its reliable action, resulting from the high quality crucible steel blades, eliminates that fault found in many machines of pressing the grass in the earth, instead of cutting it. The Speedy is a quality machine built for service and it "delivers the goods." The hardware man will find the Speedy a machine he can sell with ease, customers recognizing quickly its superior advantages. It pays to sell Eureka Mowers. Why not be our sole agent in your district? Write to-day.

The Eureka Planter Co.
Limited
Woodstock, Ontario

Weekly Paint Markets

MONTREAL

MONTREAL, Sept. 30.—The condition of the paint market remains steady and there is practically no change from last week. There is some improvement in the movement of various lines to the trade, and prices are maintained. Some change has been made in putty differentials to Western and Eastern points, and these will be found elsewhere. There is but a limited movement of white lead in oil but putty sales have been heavier. Prepared paint and specialties, as well as varnishes, are selling seasonably well. Linseed oil and putty hold with little change from the quotations of last week.

Linseed Oil Prices Unchanged; Uncertain

Montreal.

LINSEED OIL.—This is really the between season on linseed oil as far as the crushers are concerned. Some factories are just cleaning up old stock and preparing to take in this crop's seed, and there is still some doubt as to what prices will be in the near future. Some expect that $1.50 per gallon will be reached as a basis although quotations are still resting around $1.60 to $1.65 per gallon.

Raw—	Imp. Gal.	
1 to 4 barrels	1 57	1 67
3 to 4 barrels	....	....
Boiled—		
1 to 4 barrels	1 69½	1 79½
3 to 4 barrels	....	....

Turpentine Steady With Ample Stocks

Montreal.

TURPENTINE.—Prices have been maintained here, and there is a fair amount of stock to meet trade needs. The quotations still are high, however, and some are hoping for lower prices still. The producers are inclined to hold out as long as possible in the hope that outside factors that have not been buying will again come into the market, Europeans in particular.

Turpentine—	Imp. Gal.	
Single barrels	2 40	2 50
Small lots	2 50	2 60

(Packages extra.)

Glass Is Quieter; Putty Sales Better

Montreal.

GLASS AND PUTTY.—The glass and putty market is somewhat quieter, and supplies are a little freer than they were some time ago. This is due to a falling off of demanad and also to the arrival of some stocks from Belgium. At the same time jobbers assert that they cannot obtain all the glass they want and that it will be some time indeed before surplus stocks are in hand. The discount on box glass still remains at 15 per cent. and there is no indication of any change, one way or the other.

Putty is quoting fairly well at the present time, and dealers are expecting delivery of initial stocks for fall. The price basis remains the same, but differentials, as elsewhere referred to, have been changed to conform with the recently-increased freight rates.

Putty—	5 ton	1 ton	Less than ton
Bulk, in bbls.	6 50	6 75	7 10
Do., in half bbls.	6.65	6 90	7 80
Do., 100-lb. drums	7 50	7 65	8 10
Do., 25-lb. drums	7 75	8 00	8 35
Do., 12½-lb. drums	8 00	8 25	8 60
Bladders, in bbls.	8 75	9 00	9 35
Do., in cases	9 00	9 25	9 60

Paints and Specialties Have Been Maintained

Montreal.

PREPARED PAINTS, SPECIALTIES.—There is a better movement of prepared paints and specialties this week than has existed for a while past. Manufacturers advise Hardware and Metal that dealers are buying again for spring delivery and the present condition of business is seasonably satisfactory all around. As already reported, the market is steady and reductions are not anticipated.

Little Movement White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—There is a restricted movement of white lead in oil at the present time but this is not unusual. Jobbers report that the price basis remains steady with 5-ton lots of Government standard lead selling at $19.50 per 100 pounds, ton lots at $20, and smaller quantities at $20.35. Differentials to western and eastern points have been changed in accordance with the recent advances made in freight rates and special mention of these is made elsewhere. This in no way affects the base price.

TORONTO

TORONTO, Sept. 30.—Business in paint circles is stated to be picking up a little and to have shown an improvement during the past week.

Prices on prepared paints and varnishes, dry colors, etc., are holding firm. Linseed oil and turpentine are unchanged this week. The tone on both is firm and though there may be further alterations, no radical change is anticipated. White lead and putty are also unchanged with demands seasonable.

The glass situation appears a little unsettled and easier quotations are being given for window glass. Various reasons are advanced for the easier prices and one of these is the weaker tone in the Belgian markets. The supply from that source is not very large at present however and the American markets are reported to be firm with stocks not very heavy.

Putty Firmly Held Without Change

Toronto.

PUTTY.—There has been no change in putty and price continues firm with demand seasonable but not large.

Quotations are as below:

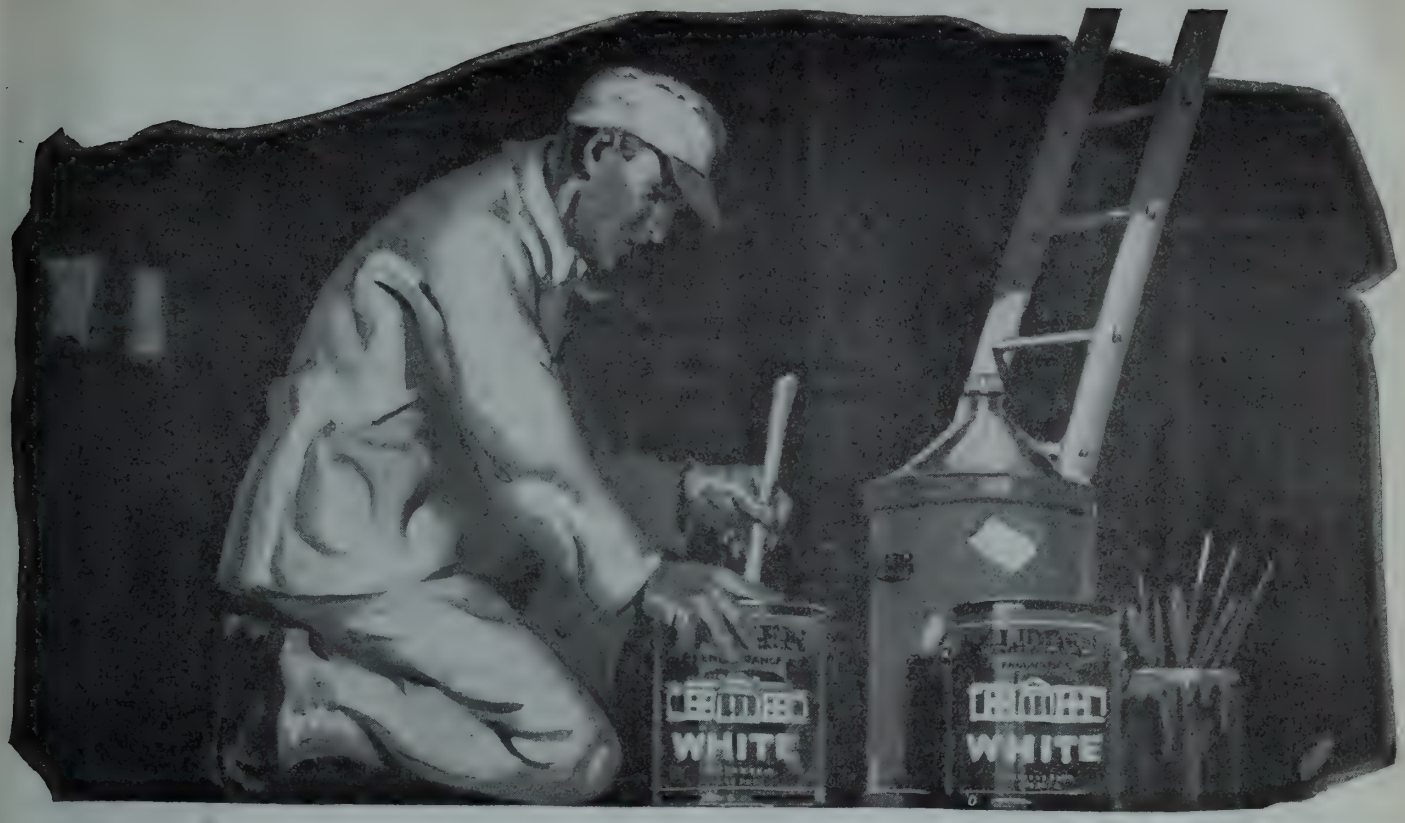
Putty—Standard, in 100-lb. drums, $8.20 per 100 lbs.; 25-lb. drums, $8.55.

Window Glass Unsettled; Variable Quotations

Toronto.

GLASS.—The markets in window glass appear to be a little unsettled at present, and some jobbers are offering better prices than the 15 per cent. off list, which has been the prevailing discount for some time. In fact quotations range all the way from 15 per cent. to 20 and 7½ per cent., up to twenty-five boxes and to as much as 25 and 10 per cent. for larger quantities than that. The easier tone may possibly be only temporary as jobbers state that the American market is firm, and the factories appear only too glad to accept cancellations of back orders. It is pointed out that boxing charges have not been increased on window glass as they have on plate and fancy glass, and with the high cost of lumber and extra freight charges it seems unlikely that lower prices on window glass may be expected.

American producers still require, it is said, ninety days to ship "rush" orders, and Belgium while exporting larger quantities of plate is not in a position to make large shipments of window glass, but the present weaker tone of the Belgian markets and the fact that the Canadian Government intend fixing the duty on the current gold value in-



Results Insured

There's a sureness about the Glidden result that will cement your relationship with the painter and make the owner a steady customer for you both.

The results are insured by a policy of paint making that builds up the right quality first and then maintains that quality in every package.

Why should you or the painter run risks when you can get a sure Glidden product for every kind of painting in demand? Glidden "everywhere on everything" solves the problem for *everyone*.

Write to-day for our complete plan with prices and selling data.

There's no obligation.

THE GLIDDEN COMPANY, Limited

Toronto, Ontario

Branches: Montreal and Winnipeg

If interested tear out this page and place with letters to be answered.

rtead of at the pre-war value is apparently affecting the local markets.

White Lead in Oil Quieter; Price Unchanged

Toronto.

WHITE LEAD IN OIL. — The demand for white lead in oil is stated to be a little quieter, though regarded as seasonable. No change is recorded

Linseed Oil Steadies; Price Maintained

Toronto.

LINSEED OIL.—The market appears a little steadier this week and prices are firm at previous week's quotations.

English oil had been coming in to the market but is said to have ceased as English prices have advanced.

Business is a little quiet with smaller demand. Quotations are as follows:

	Raw	Boiled
1 to 2 barrels, gal.	1 67	1 70
3 to 5 barrels, gal.	1 66	1 69
6 to 9 barrels	1 64	1 67

Turpentine Prices Unchanged; Less Demand

Toronto.

TURPENTINE. — The price of turpentine is unchanged from last week and little alterations are expected.

Producers are said to be not over anxious to do business at present prices and the indications are that they anticipate a stronger tendency.

The following are usual quotations:

Turpentine—	Per Imp. Gal.
1 barrel lots	2 40
2 to 4 barrels lots	2 39
5 gal. lots	2 55

Varnishes Having Firm Tendencies

Toronto.

VARNISHES.—The demand for varnishes has been good, with firm tendencies in prices. The varnish stains for interior decoration and for furniture find a ready sale and business has been very good in these lines.

Prices are unchanged

Floor Wax in Demand and Continues Firm

Toronto.

FLOOR WAX. — The demand for floor wax grows steadily and the different makes all show firm prices.

Quotations on Johnson's prepared wax are 75 cents per pound in one pound cans and 70 cents per pound in 4 and 8 pound cans.

Litharge Prices a Little Easier

Toronto.

LITHARGE.—A little lower price seems to be in evidence on litharge and quotations are 16 cents per 100 pounds in casks and 20 cents in small quantities.

Kalsomine Colors Firm and Unchanged

Toronto.

WATER PAINTS — The demand for kalsomine paints has been large this season and the shortage earlier in the year owing to the scarcity of whiting has been overcome.

Sales continue good with prices firm and unchanged

FIRMNESS IN STEEL

(Continued from page 38)

the general situation with several manufacturers in the same line of business in New York. There it is not expected that there will be much change from the present levels—not for some time at least. Certain influences are at work, the outcome of which is not definable at this time. "But labor and other costs, increased freight rates and decreased production are big factors in holding prices steady," he said. "We do not expect that there will be any immediate change. Conditions are quiet but the Western crop has been good and there ought to be a normal fall business. The trade is not overstocked, letting the manufacturer carry the stock. Some hemp materials have been costing a little less, but we feel that the offsetting influences such as labor, freight, etc., absorb this difference."

Conditions have been somewhat quieter in this line of industry for a time. They will doubtless improve in a few weeks' time. In the meanwhile, both here in Canada and in the New England states the tendencies have been to maintain prices. Some outside competition in a number of the cheaper lines of manufactured cordage has reflected in an easing on a few products of this nature.

In discussing the situation with Col. Robert Starke, vice-president of the Canadian Wholesale Hardware Association, some interesting views were given Hardware and Metal. Col. Starke said: "So far as hardware is concerned, there is no sign of a tobogganing of prices. On the contrary there was an advance last week of $4 a ton in pig iron, which is the basis of nearly everything in our line. There can be no change of price until the supply overtakes the demand, and this condition has, in no sense, been reached. There is no indication of an easing of prices in any one line as far as I can see, and in two or three lines of wire goods on which prices were named last week, quotations for next year are higher. Glass is the one line which has probably shown a little easing off and this is due to some increase in the production and the arrival of glass from Belgium. Perhaps, next year there will be a lower price on this. Three nail factories, last week, advanced their prices on standard wire nails 25 cents per keg. When shipments are sent forward to the head of the lakes for the Western spring business it will greatly decrease the supplies that have been laid aside over the present demand, and I expect this line will be very firm.

"Demands from both the city and country are good. Collections are satisfactory and there is lots of money in the country. One line in particular, that of rubber roofing, is very scarce, in fact it is as scarce as diamonds. This country has got to go ahead everywhere, and there is a tremendous scarcity of accommodation, as we know, all over the country. If immigration comes, as it will, this year, a lot of building has got to be done, and when this starts there will not be enough hardware to supply the demand."

Jos. Dowling, manager of Caverhill-Learmont & Co., past president of the Canadian Wholesale Hardware Association, feels that present wage levels and the new freight rates will be big factors in maintaining the basis on many lines for some months. It is probable that then there will be some lowering of prices gradually.

British Imports of Canadian Products Fall $69,000,000 in First Half of 1920

The imports into the United Kingdom from Canada during January-June, 1920, were valued at $165,332,797 as compared with $234,776,000 for the same period in 1919. This is a decrease of over $69,000,000 or nearly 30 per cent.

Exports from the United Kingdom to Canada during the same period show an increase of $72,500,000 or 238 per cent., being valued at $103,023,747 in 1920 as compared with $30,515,529 in 1919.

Britain's re-exports to Canada show an increase of over $15,000,000 or some 600 per cent., being the largest in the British possessions.

Re-exports for the first half of 1920 were valued at $17,657,667 as compared with $2,502,870 for the same period in 1919.

Roumanian Trade

Montreal.—The Canadian Manufacturers' Association of Montreal is in receipt of advices from A. Simard, Consul-General for Roumania, stating that Dr. Nica Pecruscu, Commercial Attache on the Roumanian Immigration at Washington, will visit Montreal shortly. The object of his visit will be to consider the trade and commercial relations as between Canada and Roumania, with a view to an expansion of the trading which has existed heretofore. Dr. Pecruscu is expected to be in Montreal within the next few weeks.

DISCOVERS PAINT MINE

Prospectors who had been digging vainly for gold on Mullet Island in the Salton Sea of Southern California have just discovered that the highly colored mud around the island consists of valuable mineral pigments, from which paints of many colors can be made.

Tommy and Betsy Build Sales

HERE'S another of the interesting "61" domestic dramas being depicted this Fall in Everywoman's World, MacLean's, Canadian Courier and Toronto Saturday Night, American, Cosmopolitan, Pictorial Review; Woman's Home Companion, Good Housekeeping, Country Life and House Beautiful.

It's the old morris chair that is brought back to life this time — and there's hardly a home without one. Have you the "61" Floor Varnish — *in all colors* — to meet the demand in your locality?

The "61" proposition is a mighty interesting one — drop us a post card and let us tell you about the special introductory assortments. The co-operation that goes with these assortments has been created with characteristic Pratt & Lambert thoroughness — it will make a strong appeal to you.

"Save the surface and you save all" Paint & Varnish

PRATT & LAMBERT-INC.
VARNISH MAKERS 71 YEARS
24 Courtwright Street, Bridgeburg, Ontario
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO

PRATT & LAMBERT
STAR BRAND
VARNISH PRODUCTS

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ...	.....	.....	$ 7.00
22 Short ...	.....	$10.00	10.70
22 S. Mush .	.....	.....	11.50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16.00
22 L.D. do.	.....	.....	18.70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz...........	$19 25
No. 2, doz...........	22 00
No. 3, doz...........	24 75
No. 4, doz...........	26 95
No. 5, doz...........	29 70
No. 6, doz...........	33 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$2.85.
F.O.B. Montreal. Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	13/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5 00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.

Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.

Machine Bolts, 7-16 in. dia. and larger, list plus 10%.

Sleigh Shoe Bolts, all sizes, list plus 10%.

Coach and Lag Screws, 15%.

Square Head Blank Bolts, list plus 10%.

Bolt Ends, list plus 10%.

Plow Bolts, 1, 2, 3 heads, net list.

Plow Bolts, others, list plus 20%.

Elevator Bolts, large heaad, list plus 10%.

Elevator Bolts, corrugated heads, 20%.

Fancy Head Bolts, list plus 10%.

Shaft Bolts ($3 list), list plus 10%.

Step Bolts, large head ($3 list), list plus 10%.

Whiffletree Bolts, list plus 10%.

Nuts, 2 in., and smaller, square Blank, add to list $2.25.

Nuts, 2 in. and smaller, square Tapped, add to list $2.75.

Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal. London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12, No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0. $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS. HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each........	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	18 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set	$0 93
No. 3, per doz.	11 25

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 70	.....
5-16 in.	18 20	19 40
⅜ in.	13 85	16.55
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	20 70	24 45
¼ in.	18 80	22 55
5-16 in.	16 15	18 80
⅜ in.	13 25	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 37%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 46
Plain Tinned, 16 oz. and heavier, lb.....	0 48	....
Polished and Tinned, 16 oz. and heavier, lb.	0 52	0 50
Tubing, lb.	0 50	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....

Prices withdrawn

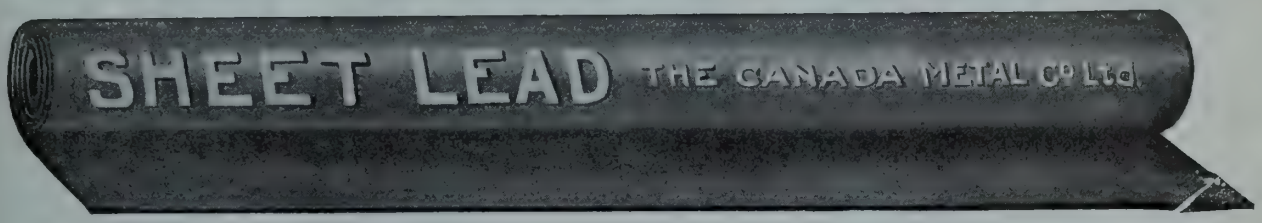
DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛.........	$0.45	19/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

ORDER FROM OUR NEAREST FACTORY

SHEET LEAD



LEAD PIPE up to TWELVE INCHES in diameter
LEAD TRAPS
LEAD BENDS

LEAD PIPE

SHEET LEAD EIGHT FEET WIDE or less ANY LENGTH
PROMPT SHIPMENT

BABBITT SOLDER

THE CANADA METAL CO., Limited
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Any Hardware Buyer can tell you the *cost*
of
P.H. or IMPERIAL FILES,
but only the user knows their *value.*

BE FILE-WISE.

Stock These Fine Tools.
"They Cut Faster and Wear Longer."

P H IMPERIAL

INGERSOLL FILE COMPANY, LIMITED.
John Morrow Screw and Nut Company, Limited,
Sole Distributors,
INGERSOLL, ONTARIO.

INGERSOLL

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straignt Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer. Nov. 1, 1899.	50 %
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 75	0 85
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$ 9.00
No. 33	10 70
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE

	Doz.
Sisal, 7-16 in.	$25 00
Do., 9-16 in.	38 00
Jute, 7-16 in.	25 00
Do., 9-16 in.	38 00

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to 2 lbs.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c.
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$21 00
Corrugated, ⅝ in., 100 ft.	24 00
Corrugated, ¾ in.	28 00

Less 5% for full reels, 500 ft. F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 10
Common, plain, 3, 4 and 5 lbs.	15.60
Common, plated, 4-5 lbs.	17.50
Common plated, 6 lbs. and up	.....
Plain, 6 lbs. up	12.40

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$15 00
Do., Japd.	15 00
Long Globe, plain	15 00
Do., Japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz cases	$1 20 doz.
3 doz. cases	1 15 doz.
6 doz. cases	1 10 doz.
Cold blast, genuine ruby	5.50

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$2 35
Steel Thumb, No. 3	3 10
Steel Thumb, No. 4	8 20
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
Momentum	20 25
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	.....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	26 00
Patriot	23 00
Jubilee	12 30
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	9 70

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

		Doz. Net
Liquid Veneer		$16 00
O-Cedar, less handle		14 00
Do., with handle		16 00
S. W. Mops, complete		6 30
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 35
Crank wringing	8 25-	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.25 base; Toronto, $6.40.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto. Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per 100 lbs., $12.

F.o.b. Montreal, Toronto, Hamilton.

DECOTINT

The Sanitary Cold Water Paint for Walls and Ceilings

A SATISFACTORY Wall and Ceiling Paint—inexpensive, artistic and sanitary and made in twenty-two delicate colors, from among which it is an easy matter for every customer to select the tints best suited to any particular purpose.

Decotint is put up in the form of a dry powder, requiring only the addition of cold water to make it ready for immediate use.

The Decotint demand, already big, is certain to be greatly enhanced during the spring months by a strong campaign of consumer advertising which will appear in the most widely read Canadian publications.

Place your order now and put yourself in line to secure a share of the demand for Decotint and the other Deco-Tint household specialties sold under the blue label.

All Canadian Products

DECO-TINT PRODUCTS

HAT-BRITE—The best hat enamel made.
METAL BRITE—Metal polish.
DECO-WAX—The wax polish for floors, furniture, autos, etc.
POLISH-OL—Auto and furniture polish.

STOVE PIPE ENAMEL and SHOE HEEL ENAMEL

UNDER THE BLUE LABEL

THE DECOTINT COMPANY

897 CENTRE ST., MONTREAL

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 25%.

1-in. mesh, plus 25%.

American netting, 1-in. mesh, add 30%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 34
Bliack oil (winter)	0 34
Imperial Kerosene, tractor	1 50
Capital, cylinder	1 00½
Machine oil, regular grades	0 65
Imperial gas engine oil	0 66
Paraffine	0 45

List, less 15% on above.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle Mobiloil, A	180

List, less 15% on above.

Fuel oil, bbls., net	0 20
Fuel oil, tank cars, net	0 18

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. roll	Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor	1 50	1 50
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor	1 70	1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 95	1 95
Joliette Sheathing	1 50	1 50
Do., tarred	1 70	1 70

	Per 100 lbs.
Monarch Sheathing, white	10 50
Do., gray	9 75
Straw Sheathing, heavy, dry	8 05
Spruce Sheathing, 36" and 72" wide	11 75
Asbestos Sheathing	13 50
Carpet Felt	9 00
Tarred Felt, 7, 10 and 16 oz.	6 05

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 10
4 gross (cartons), 4-in.	2 10
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 31	7.41	5 91	8 01
⅜ in.	5 31	7 41	5 91	8 01
½ in.	7 10	8 63	7 95	9 48
¾ in.	8 80	10 87	9 95	12 02
1 in.	13 01	16 07	14 71	17 77
1¼ in.	17 60	21 74	19 90	24 04
1½ in.	21 04	25 99	23 79	28 74
2 in.	28 31	34 97	32 01	38 67
2½ in.	44 75	55 28	.....	.....
3 in.	58 52	72 29	.....	.....
3½ in.	74 06	90 62	.....	.....
4 in.	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$32 01	$38 67	$35 71	$42 37
2½ in.	48 26	58 79	54 11	64 64
3 in.	63 11	76 88	70 76	84 53
3½ in.	75 90	92 46	85 10	101 66
4 in.	89 93	109 55	100 83	120 45
4½ in.	1 05	1 29	1 30	1 54
5 in.	1 22	1 50	1 52	1 80
6 in.	1 58	1 95	1 97	2 33
7 in.	2 06	2 53	2 53	3 01
8L in.	2 16	2 66	2 66	3 16
8 in.	2 49	3 07	3 07	3 64
9 in.	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 95
10 in.	3 56	4 39	4 39	5 [illegible]

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 25 to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in. ....Net

Medium and extra heavy pipe, 2, 3, 5 and 6 ....Plus 10%

Medium and extra heavy fittings, 2 to 6 inch 20%

8 inch pipe and fittings...Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

Tor. Mont. Per box

IC, 20x28 112 sheets	27 00
IX, 20x28 112 sheets	30 00
IXX, 20x28 112 sheets	33 00
IXXX, 20x28 56 sheets	18 00

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40

No.	Each
70	$6 75
80	6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Red Star, 3 ply	2 75	2 80
Liquid roofing coating, per gal., in bbls.	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 92
Do., ¼ in. and up	0 90

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

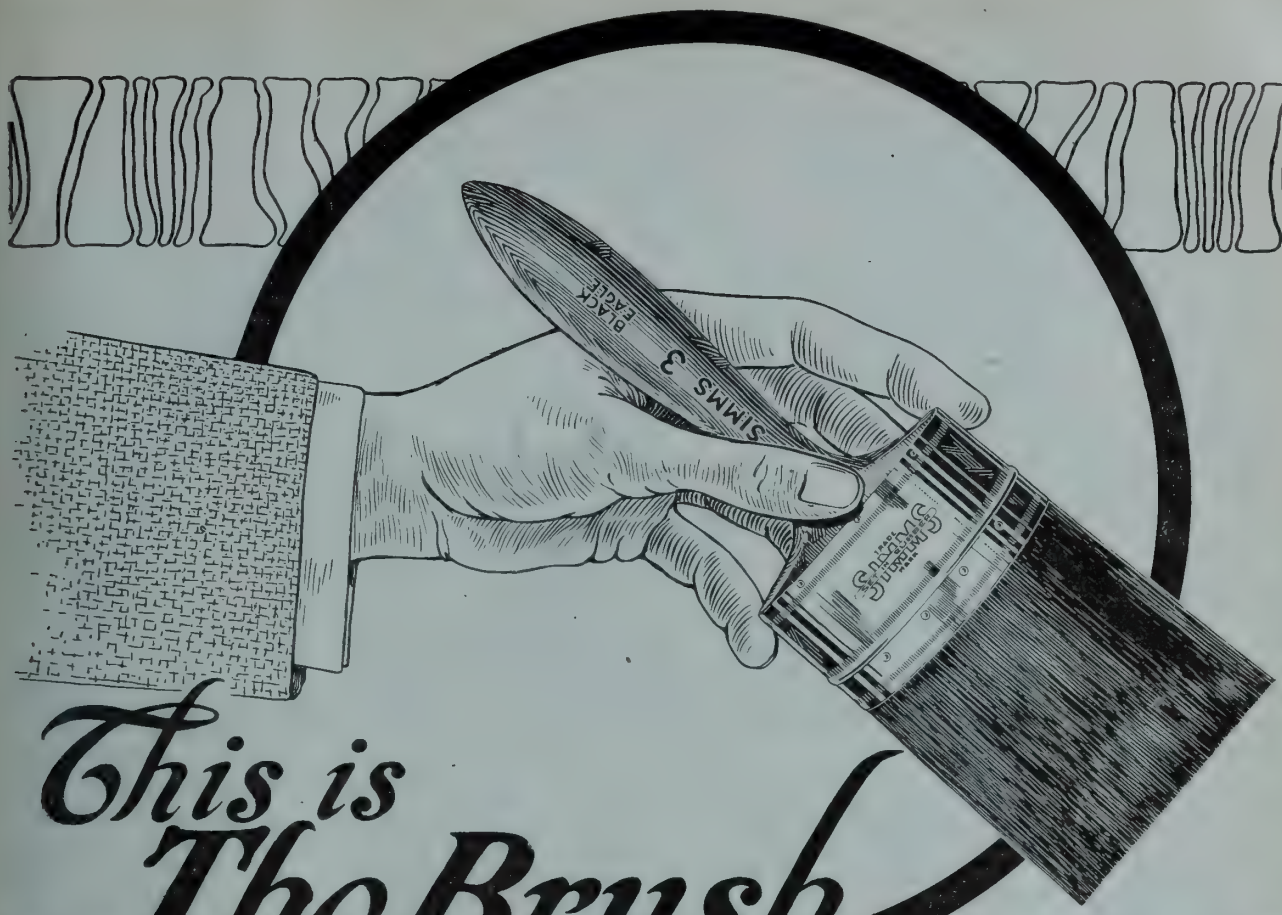
Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50
Discount 10/5%.		

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%



This is The Brush

that makes big profits for the dealer, satisfies his customers, and brings them back with repeat orders.

The dealer who sells Simms Brushes enjoys the confidence of his customers, and gains a reputation for handling high quality goods.

TRADE SIMMS SET IN RUBBER MARK

PAINT and VARNISH BRUSHES

are made of the best quality bristles, carefully selected for length and flexibility—indestructibly set in rubber, reinforced with a steel ferrule, making it impossible for a single bristle to loosen and come out.

Feature these Better Brushes that build bigger business.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes for 55 Years.

Head Office: ST. JOHN, N.B.

Branches: Montreal Toronto London

If interested tear out this page and place with letters to be be answered.

SCREWS, WOOD BENCH

Dozen $7 00

SCYTHES Doz.

Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS Doz.

00 Patent	$16 50
1 loop	15 85
2 loops	15 20
3 loops	14 00
Bush	17 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 50	$13 00
26 gauge ...	13 25	12 95
24 gauge ...	12 65	12 35
22 gauge ...	12 30	11 90
20 gauge ...	.....	11 75
18 and 20 ga.	11 60	....

Prices only nominal.

F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPOUTS, SAP

Eureka, per M. $16 85

STANDS, WASHTUB

Dowswell, doz. $52 00

Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)

Bright $6 65

Galvd. 7 65

STOVES

Oil Burning Cooking List each

Perfection No. 32, 2-burner..$25 50

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.	$ 62 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	47 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b	58 00
Grand Rapids, jap., cyco b.b.	52 00
Parlor Queen, nick., cyco b.b	64 00
Princess, nick., cyco b.b	60 00
Standard, jap. fittings	48 00
Universal, Jap., cyco bear...	50 00
Universal, nick., cyco bear..	56 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Superba, nickeled	140 00

SWINGS, Ontario...........$10 00

TACKS Discount

Wire Tacks ....60 and 15%

Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%

Double-pointed tacks 65-10%

Shoe findings ....Net list

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal 7 80

C. G. 5 00

Discount 20 and 10%.

Canadian Beauty $5 84

Ppright, with rack 6 40

TOOLS, HARVEST

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

Full polished, add $1.00 per dozen net.

Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On hipments less than 5 dozen F.O.B. factory only.

Perfection, No. 33, 3-burner..	31 00
Perfection No. 34, 4-burner..	40 00
No. 22G oven for above stoves	9 00

Discount, 30% off list.

McClary Glass Front Oven No. 70, each, net......... 5 00

Detroit Glass Front Oven, No. 85, each, net ....

Hot Blast ....Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List

No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

Hot Blast ....Plus 10%

30% discount of No. 525, No. 530, No. 630 only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft....... ....

Brackets for above, per doz. ....

National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.			Per 100 ft.
8 in......	$6 90	15 in......	$12 50
10 in......	7 70	18 in......	16 00
12 in......	9 10	add 25% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz....	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1....	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER per ft.

500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb. $1 04

Cones, 3-ply, lb. 1 00

Do., 4-ply, lb. ....

VALVES AND COCKS

Compression work—Standard..	25%
High grade	24%
Fuller work—Standard	30%
Basin cocks, No. 0—Standard.	23%
Nos. 1 and 2	23%
Bath Cocks—Compression ...	25%
Flatway stop and waste cocks. Standard	25%
Roundway stop and waste cocks—Standard	32%
Brass steam cocks, stand. add	10%
Radiator valves—Standard....	15%
Do., removable seat	10%
Globe, angle and check valves, standard ....add	5%
Gate or Straightway	Net
Jenkins Gate Valve	10%
Standard Gate	list plus 5%
Jenkins Globe	list plus 20%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves

Gate Valves ....Net list

Regrinding Valves ......Plus 7½%

Swing Check Valves .....Plus 15%

Compodisk Valves ....Plus 7½%

WARES, ETC.

Britannic, advance 65%

Scotch Grey Ware, 40%

Colonial, 5%

Imperial Ware, 5%

Pearl, 5%

Premier, list, plus 30%

Canada Ware, list, plus 30%

Crescent, 40%

Diamond, plus 30%

White Ware, 20/10%

Japanned Ware, list, plus 33 1-3%

Japd. Ware, White, list, plus 45%

Plain and Japanned Sprinklers, list plus 33 1-3%

Stamped Ware, plain, 35%

Stamped Ware, retinned, 20/10%

Copper Bottoms, plus 50%

Tinners' Trimmings, plain, 35%

Tinners' Trimmings, retinned, 20/10%

Tinners' Trimmings, General, list, plus 50%

Factory Milk Cans, list, plus 70%

Milk Can Trimmings, list, plus 90%

Cream Cans, list, plus 47½%

Railroad Cans, list, plus 40%

Sheet Iron Ware, list, plus 66 2-3%

Pieced Ware, ordinary, list, plus 75%

Pieced Tinware, C.B., list, plus 90%

Fry Pans, Acme, list, plus 25%

Fry Pans, Quick Meal, plus 50%

Spiders, steel, plus 50%

Fire Shovels, japanned, list, plus 60%

Steel Sinks, galv'zd, list, plus 50%

Steel Sinks, painted, list, plus 50%

Light Galv. Pails and Tubs, list plus, 60%

Heavy Galv. Pails and Tubs, list plus 50%

Hollow Ware, add 40%

Garbage Pails, list, plus 45%

Jap. Coal Hods, list, plus 80%

Galv. Coal Hods, list, plus 90%

Paper Lined Boards, 10%

Wood-lined Boards, list, plus 10%

Copper Boilers, list, plus 25%

Copper Tea Kettles, list, plus 60%

Copper Tea and Coffee Pots, list, plus 60%

Stove and other Pipe, list, plus 100%

Stove Pipe Elbows, black and galv., list, plus 66 1-3%

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs..	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs..	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 .
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base 6 00

Annealed base 6 25

Galvanized price on application.

Prices subject to change without notice and distinctly nominal.

Coil springs on application.

Barb wire on application.

Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire

No. 18 .... $10 00

No. 19 .... 10 50

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern; 20% on genuine.

WRINGERS, CLOTHES

Domestic, No. 531E	$120 80
Dom. Bench, No. 541EB....	165 50
Favorite, No. 511E	111 80
Favorite, No. 512	118 20
Royal Canadian, No. 151...	102 00
Favorite No. 514	138 50
Ottawa, No. 331E	109 30
Ottawa, Bench, No. 341EB.	154 00
Challenge, No. 311E	100 30
Warranty	127 00
Bicycle	115 00
Safety	103 50
Eze	110 00
Rapid	100 00

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-

Stove Pipe Thimbles, 40%.

TINKER TOM'S TALKS.

No. 279

BETTER DELIVERIES—

We are glad to be able to say once more that your **orders for Premier Galvanized Steel Sheets** will be shipped in fair time as used to be the case.

DON'T BLAME YOUR JOBBER for the delays during the past six or eight months—He certainly has made life busy for us—but it was physically an impossibility to get materials and his stock was reduced to nothing.

CONDITIONS ARE BETTER—prospects are good for improved service—orders will soon be filled promptly from stock.

TINKER TOM.

If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C,P, Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	6 75
Invincible	7 50
Hillcrest	7 90

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85		45 45
86 to 90		48 85
91 to 94		49 80
95 to 100		58 55
101 to 105		65 35
106 to 110		73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	
10s	0 35	
5s	0 36	
1s	0 39½	
½s	0 43½	

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50- 7.00

F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 00
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$10 00
Less, per lb.	0 13

SHELLAC

	Pure white	Pure orange
Per bbl.	$8 25	7 50
Gal. jugs	8 75	8 00

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans Per doz
Stove pipe, ½ pts.	
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20
C. D. Wall Coating, white		9 60
Do., colors		9 60

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 75
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

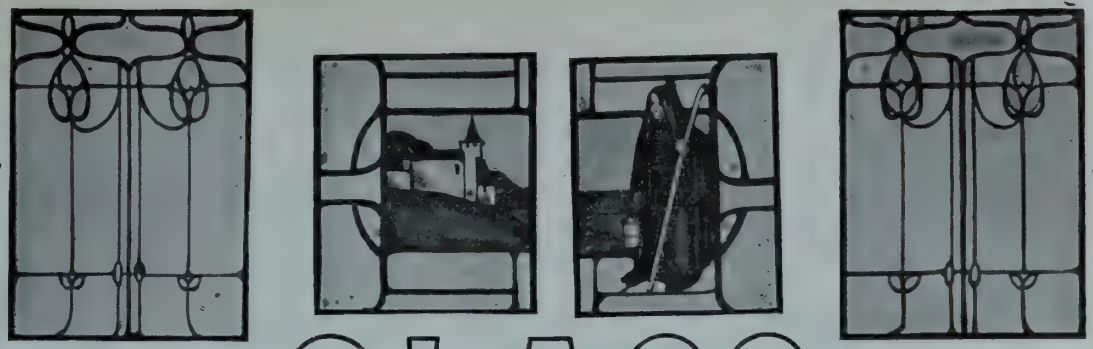
WHITING

Gilders, bolted, in bbls.	3 25

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	$3 75
Methylated Spirits	2 95

F.o.b. Montreal Toronto London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

S RED

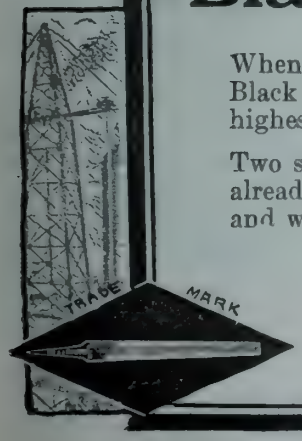
Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G. & H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ....40% on list

Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅜-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut $3.00 per lb.; rawhide, sides, $2 50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots	$54 00
5,000 ft. lots	55 00

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.

Hand, No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE

	Each
Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE

	Doz.
50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ....$1.08 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., $7.60; 10 in., $8.33; 12 in., $9.68; 15 in., $13.50.

Conductor pipe, 2 in., per 100 ft $9.23; 3 in., $11.25; 4 in., $14.40; 5 in., $19.80.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under ...	45%

FRY PANS

	Each
Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN

	Doz.
Cold Blast	$1 20
Short	1 20
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $9.60; No. 2 and larger, $9.35; snowshoes, No. 0 to No. 1, $9.85; No. 2 and larger, $9.70; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

Per 100 ft.

	3-ply	Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$13 75
28 Am. or 26 Eng.	13 35
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Potts' No. 55, set...... $2 70

Mrs. Potts' No. 50, set...... 2 85

Mrs. Potts' common sad iron handles, $2.60 dozen. Mrs. Potts' improved, $3.50 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$15 00
Lightning	15 00

LADDERS, STEP

Common, 4 ft., $1.24; 5 ft., $1.55; 6 ft., $1.86; 7 ft., $2.15; 8 ft., $2.40; 10 ft., $3.10.

LADDERS, EXTENSION

20 to 32 ft., per ft., 32c; 36 to 40, 34c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
4	5 70
5	3 45
Barn Door	
8	3 90
9	5 65
9	4 88

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in
Woodyatt		$ 12 00	$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.65 base; Winnipeg, $7.35. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$6 60
30 in.	8 93
36 in.	10 50

Stephens'

REGISTERED TRADE MARK

Celebrated Wa-Ko-Ver Stain

Wa-Ko-Ver beautifies all woodwork and literally wears like iron. Wherever there are worn floors and scratched woodwork you can safely recommend Wa-Ko-Ver Stain to restore its freshness. This reliable, trustworthy stain has long since won the confidence of consumers. It gives full value in service and creates consumer-satisfaction in the goods and confidence in the store that sells it.

This established reputation makes Wa-Ko-Ver Stain a pleasure to sell. A good display in your windows or on your counter reminds the housewife and keeps it moving.

If You're Not Handling This Line Write Us

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be be answered.

Winnipeg Hardware Quotations—Continued

NUTS
Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—

	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15
Ramsay's White	5 55
Do., colors	5 30
Dultone, White	4 25
Do., colors	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 60
Sunrise	1 45
Anchor, tarred	1 75
O.K., tarred	1 75
Tarred Felt	6 75

PICKS, CLAY
5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT
Buttweld, Steel

Per 100 ft. Blk.	Blk.	Galv.
⅛ in.	$ 6 17	$ 8 64
¼ in.	5 76	8 10
⅜ in.	5 90	8 24
½ in.	7 88	9 59
¾ in.	9 77	12 06
1 in.	14 40	17 82
1¼ in.	19 53	24 12
1½ in.	23 40	28 80
2 in.	31 50	38 84
2½ in.	50 94	63 00
3 in.	66 60	82 80
3½ in.	84 60	103 50
4 in.	99 90	122 40
4½ in.	119 25	146 70
5 in.	139 05	171 00
6 in.	180 00	222 30

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA
18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	2 40	2 10
12-oz.	4 80	4 20
1-quart	10 00	10 50
½-gal.	....	16 80
1-gal.	28 08	25 20

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 6" wheel	$5 35
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON
No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS
Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons per cwt.	9 30
1½-lb. t[illegible]	16¾

RIVETS AND BURRS
Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—
British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in, ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.
Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.
Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.
Lath Yarn, 24¾c.
Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.
Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET
See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT
Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES
Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL
Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	6 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE
See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial, Pearl, list plus 2½% advance.
Premier, Canada, Diamond, plus 40%
Whitewear, 22½% off.
Japanned Ware, list, plus 45%
Japanned Ware, white, list plus 57½%
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 20-10-2½% discount.
Stamped Ware, retinned, 15-5-5%
Pieced Tinware, ordinary, list plus 90%
Pieced Tinware, copper bottoms, list plus 105%
Sheetiron Ware, list plus 72½%.
Light Galvanized Pails, plus 72½%
Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 00	$22 50
¼ in.	19 30	19 80
5/16 in.	18 10	18 60
⅜ in.	16 75	17 25
7/16 in.	15 70	16 20
½ in.	15 10	15 60
9/16 in.	14 95	15 45
⅝ in.	14 80	15 30
¾ in.	14 65	15 15
⅞ in.	14 50	15 00
1 in.	14 50	15 00
1⅛ in.	14 50	15 00
1¼ in.	14 80	15 30
1⅜ in.	14 80	15 30

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$5 75
Solid	5 50

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB
Lyman, 4-point, $6.35 Winnipeg; Glidden Cattle, 2-pt., $6.15 Winnipeg; Baker, 2-pt., $6.05 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.
Patented screen in 100-ft. rolls, $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN
Bale ties, 14-gauge, single loop, $8.65 Winnipeg, $8.00 Fort William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $7.50; No. 10, $7.50; No. 12, $7.70; No. 14, $7.90; No. 15, $8.05; No. 16, $8.20 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

	Trimo Each	Stillson Each
6 inch	....	1 60
8 inch	....	1 80
10 inch	1 81	2 00
14 inch	2 50	2 80
18 inch	3 63	4 00
24 inch	5 25	5 80
36 inch	....	10 80

Always Ready	Black (Dozen)	N. P. (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00

The Lost Kitchener

THERE was a despatch from the Front. It had gone to the War Office—to Kitchener, and Kitchener was nowhere to be found.

Britain's Premier awaited irritably for news of his whereabouts. His Cabinet gathered around him supplying various suggestions as to his whereabouts, while the Premier muttered something about "D—d cheek." This is one of the illuminating incidents told in Mrs. Asquith's story that leave a vivid impression of the breathlessness and uncertainty and crucifying suspense of those first grim days of war.

There are other stories of the rough wooden crosses taken out on her first visit to the front, to be planted under gunfire. Other stories and incidents, too, that could only be told by one who lived, as she did, in 10 Downing Street in the crucial days of the Empire and of the world.

Interesting as all Mrs. Asquith's recollections have been, this instalment has the added interest of being a cross-section of history from the inside.

Many Other Articles of Moment

There are many other articles and stories of unusual interest in this number that can only be outlined briefly here; any one of them being worthy of serious consideration.

"A Straight Talk on Courts," by Magistrate Emily F. Murphy, is a challenging article questioning whether our police courts, in their ideals or practice, are really serving the community, or are doing anything for the criminal other than inflict punishment.

"From Dominie to Dominance," by J. L. Rutledge. Some record of Canadian public men who have climbed to prominence, partially at least by reason of the training received as teachers. The list itself is a matter of unusual interest.

"People, Personalities and Peculiarities," by Colonel George H. Ham. A further record of the people Colonel Ham has met and known in his long service with the C.P.R. told in the Colonel's own inimitable style.

Stories of Unusual Interest

"The Pig in the Parlor," by Nan Moulton. **"The Skipper's Business Affair,"** Henry P. Holt.
"The Piano and The Patent Washer," a Jeff Crane Story, by C. W. Stephens.
"The Little Warrior (serial), Pelham Grenville Wodehouse. **"The Parts Men Play"** (serial), Arthur Beverley Baxter.

A World of Interest in Review

Here are some sample titles from the Review of Reviews section:

Hugo Stinnes, Boss of Germany.
The Progress of Republican China
The Brains of the Sinn Fein Movement
Planning Another Exodus
The Man With the Gift of Tongues
The Strong Man of China
Fighting a Great Plague
The Red Streak in the Yellow Man
The Livyeres of Labrador
The Isolation of France
Sniping as a Fine Art
The Mesopotamian Muddle
General Wrangel the Hope of Russia
Restoring Stonehenge Ruins
Hungarian Government Reactionary

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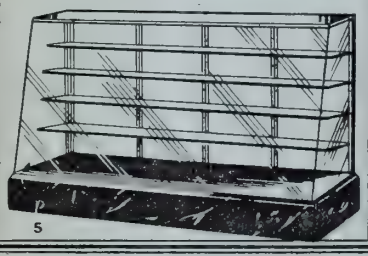

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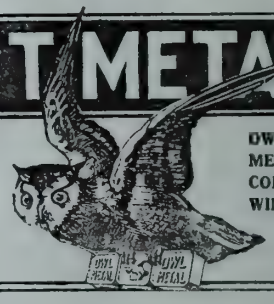

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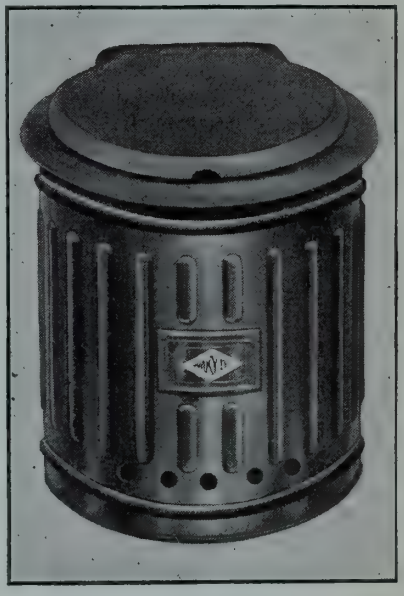

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Norman MacDonald, Toronto.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

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British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
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Anchor Bolts
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Automobile Jacks
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Auto Locks
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Automatic Screw Machine Products
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Kinzinger, Bruce & Co., Niagara Falls, Ont.
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Automobile Signals
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C. A. Myers Co., Chicago, Ill.

Axes
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Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
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Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

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Burgess Batteries Limited, Winnipeg, Man.
Canadian National Carbon Co. Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Burgess Batteries Limited, Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
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Canadian Bee Supply & Honey Co., Ltd., The, Toronto.

Belting, Transmission, Elevator and Conveyor
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
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Gutta Percha & Rubber Ltd. Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
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Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

G R

MINISTRY OF MUNITIONS

THE DISPOSAL BOARD HAVE

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ENGINEERING STORES

Ferrous and Non-Ferrous Metals
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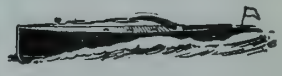
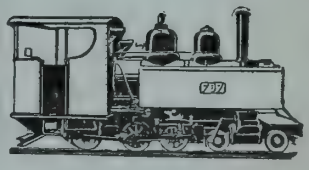
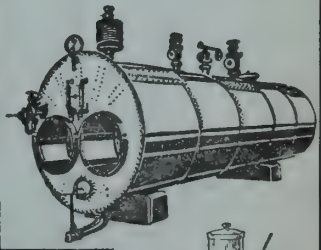
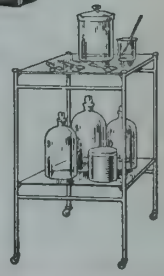
Machine Tools
Railway Material
Contractors' Stores
Electrical Instruments and Machinery
Medical Stores
Chemical and Explosives
Motor Vehicles
Agricultural Machinery
Aircraft
Furniture
Textiles and Clothing
Boots and Leather Equipment
Motor Boats, etc., etc.









Buyers should instruct their representatives in the United Kingdom to communicate with the Secretary, Disposal Board, Ministry of Munitions, Caxton House, Tothill Street, London, S.W.1.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Scythes,, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn
Goodell-Pratt Co., Greenfield, Mass.

Brooms
John Adam & Son, Collingwood, Ont.
Canadian Broom Mfg. Co., Ltd, Winnipeg, Man.
Meakins and Sons, Limited, Hamilton, Ont.
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Business Machines
The International Business Machines, Ltd., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.
Norman MacDonald, Toronto, Ont.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog,
Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.
Jacobs Mfg. Co., Hartford, Conn.
Jones & Shipman Limited, Toronto, Ont.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Barrett Roofings, Cements Industrial Paints etc.

YOUR customers know that the use of these Barrett Products will absolutely insure their barns and other buildings against the ravages of the winter months. You owe it to your trade to be well stocked to meet their needs.

Everlastic Liquid Roofing Cement

UNEQUALLED for resurfacing worn-out felt and "Rubber" roofs. Has the consistency of thick molasses; is easy to apply and dries quickly into a hard, elastic, wonderfully durable coat. Proof against moisture, acids, alkalies and fumes. Has same base as Barrett Specification Pitch, which is famous for its waterproofing qualities. Comes ready for use in packages ranging from 1 pint tins to 40-gallon barrels.

Elastigum Plastic Patching Cement

THE plastic cement of a thousand uses—tough, elastic, adhesive, waterproof. Easy to apply and sticks obstinately to both wet and dry surfaces.

Unequalled for patching holes and leaks in roofs—of all kinds and for repairing flashings, relining gutters, stuffing cornices, lining cisterns, etc. Its life and elasticity are unaffected by changing temperatures. It *stays tight* throughout the most severe weather conditions.

Elastigum is a popular repair material for which dealers are finding a tremendous demand this year.

In 1-lb. tins (24 to the case), 5-lb. packages (12 to the case), 25-lb. packages, ½ barrels (about 300 lbs.) and barrels (about 600 lbs.).

HERE are some other Barrett Products ready to make money for you. They all bear the Barrett name—and they're all Barrett quality. The popular Everlastic "Rubber" Roofing, Everjet Elastic Carbon Paint, Nox-Aer-Leek Boiler Setting Cement are money-makers and satisfaction-producers.

ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.

The Barrett Company LIMITED

MONTREAL WINNIPEG TORONTO VANCOUVER

THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A. R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Disinfectants
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Frderick Giles & Son, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman Limited, Toronto, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Pedlar People Limited, Oshawa, Ont.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engineers' Supplies
A. Downs & Co., Manchester, Eng.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fence Posts, steel
Burlington Products Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

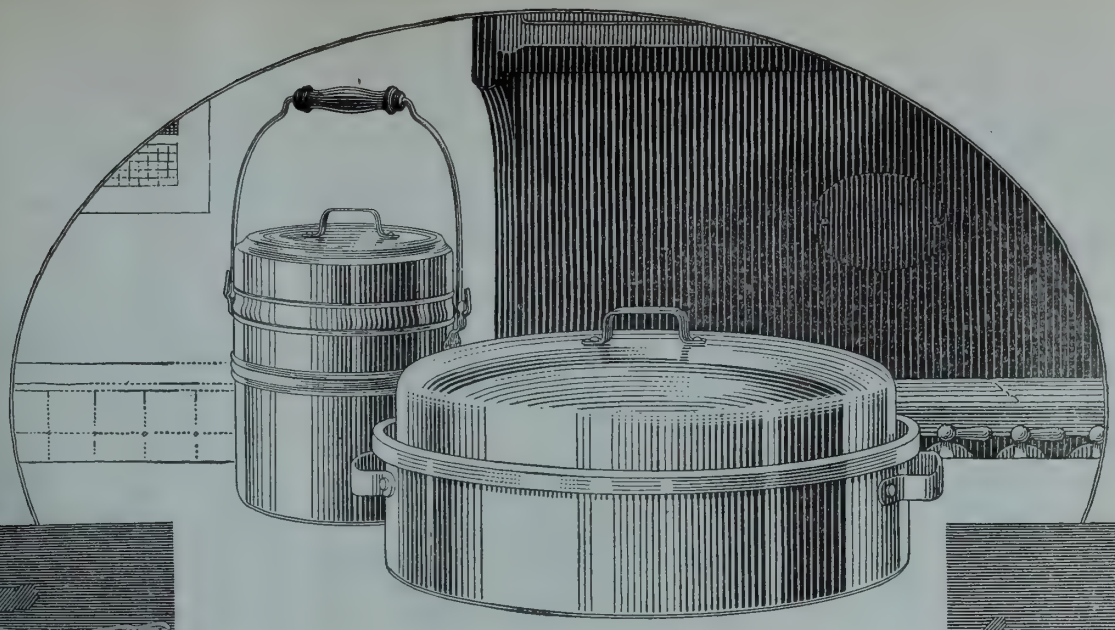
Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

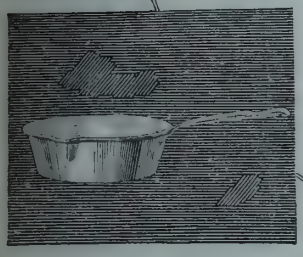
Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

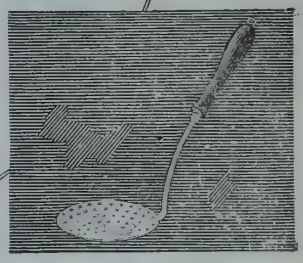
Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

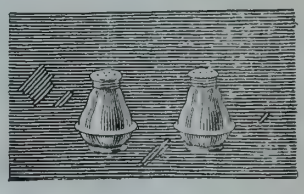
Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

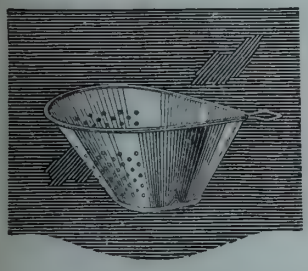
Flags
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

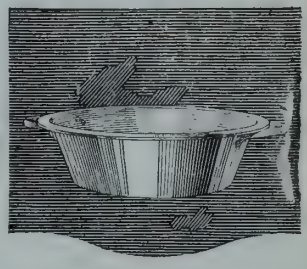












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Compare aluminum with other metals from which cooking utensils are made. The advantages of aluminum are instantly apparent. It has durability without weight, and is therefore easy to handle. It takes heat quickly and holds it long.

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Makers of Everything in Aluminum

VIKO

The Popular Aluminum

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THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont..

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

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TARRED and DRY SHEATHING

TARRED FELTS

7-10-16 ounce weights

Roofing Paints, Plastic Cements, Coal Tar, Roofing and Paving Pitch, Creosote Oils, Fly Oils and Disinfectants, etc. Inquiry solicited.

The Hamilton Tar & Ammonia Co.,
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Hamilton, Canada

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co. Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
The Northern Electric Co., Limited, Montreal, Que.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
The Solex Co., Winnipeg, Man.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
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J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

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Hoyt Metal Co., Toronto.

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Stanley Rule & Level Co., New Britain, Conn.
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Western Wire & Nail Co., London.

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The Hamilton Stove & Heater Co., Hamilton.

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Dennis Wire & Iron Works Co., Ltd., London.

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T. F. Shurly Co., Ltd., St. Catharines, Ont.

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Thomas Lewis Arnett, Souris, Man.

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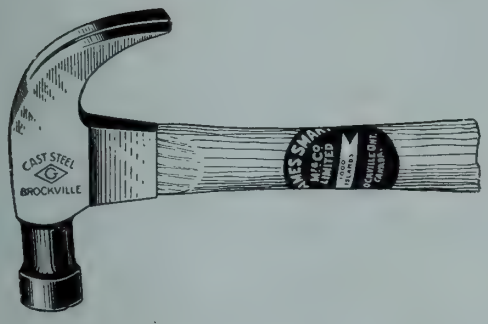

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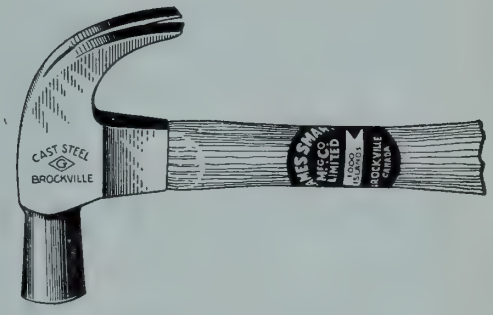

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Laidlaw Bale-Tie Co., Ltd., Hamilton.
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Smith & Hemenway Co., Inc., Irvington, N.J.

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Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
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Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
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Sanderson Pearcy Co., Ltd., Toronto.
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McArthur-Irwin, Ltd., Montreal.
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Pails, Wooden
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Pails, Galvanized and Tin
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Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
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Petroleum Faucets
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Parmenter & Bulloch, Gananoque.

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Pipe Cutters (Stand)
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Pipe Cleaners
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Pipe Cutters
The Borden Canadian Co., Toronto.

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Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

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Piston Rings
The Burd Ring Sales Co. of Canada, Winnipeg.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
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Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corpn., Utica, N.Y.

Pitch
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Caverhill, Learmont & Co., Montreal.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn

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The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
F. W. Lamplough & Co., Montreal, Que.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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Vaughan & Bushnell, Chicago, Ill.

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The Army and Navy Mfg. Products, Reg'd, Montreal
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Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
The Damon Specialty Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

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Stewart & Wood, Ltd., Toronto.

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Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
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Northern Electric Co., Montreal.
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Pottery
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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
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Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
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S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
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North Bros. Mfg. Co., Philadelphia, Pa.
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Stanley Rule & Level Co., New Britain, Conn.

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Punches, Ticket
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Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

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Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
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Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
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Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Dorken Bros. & Co., Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger New York.
Marples & Co., Sheffield, England.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

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The Barrett Co., Ltd.
Geo. W. Reed & Co. Ltd., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

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Canadian Asestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

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Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

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Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

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Gutta Percha & Rubber, Ltd., Toronto.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
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Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
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Saws, Crosscut and Band
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Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

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Shurly-Dietrich Co., Ltd., Galt, Ont.

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The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

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Goodell Pratt Co., Greenfield, Mass.

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Henry Disston & Sons, Limited, Toronto.

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Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger New York.
Marples & Co., Sheffield, England.

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Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar

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Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

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J. H. Williams & Co., Brooklyn, N.Y.
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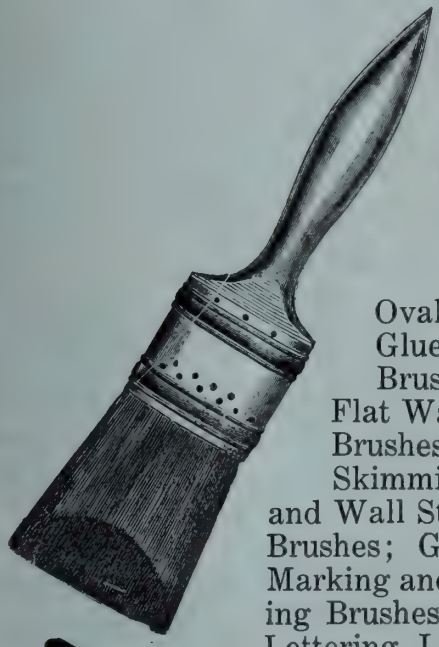

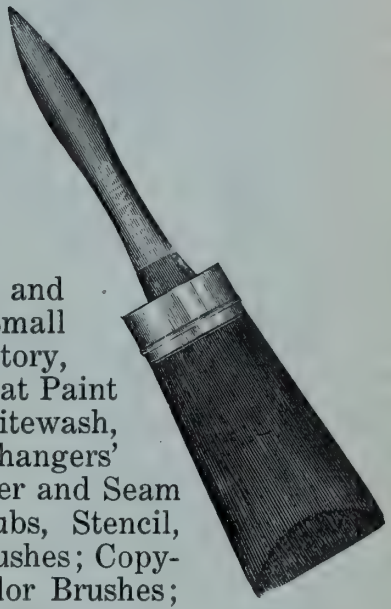

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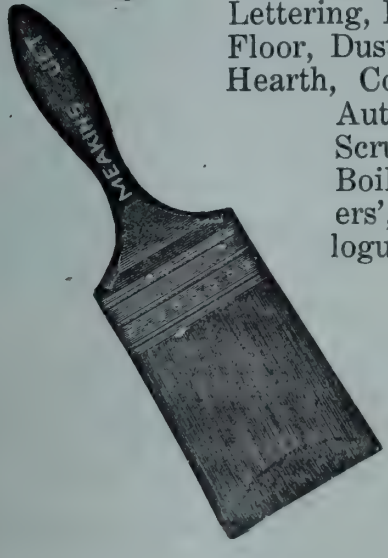

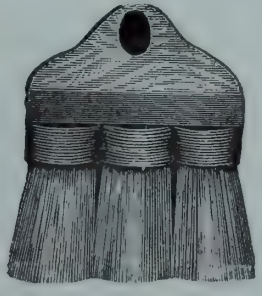

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The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screw Machine Products
The National Acme Co., Cleveland, Ohio.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

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The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

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The Barrett Co., Ltd.

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A. C. Leslie & Co., Montreal, Que.
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Sheet Metal Products Co., Toronto.

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Stewart & Wood, Ltd., Toronto.

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The Star Specialty Mfg. Co., Chicago, Ill.

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The Duluth Show Case Co., Duluth, Minn.
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Wiebusch & Hilger, Ltd., New York, N.Y.
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Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

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Warren Forge & Tool Co., Warren, Ohio.

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Wiebusch & Hilger, New York.

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Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

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Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

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Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

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The Clemens Electrical Corporation, Hamilton.

Solderall
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Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

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American Enameled Products Co., Chicago, Ill.
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Landers, Frary & Clarke, New Britain, Conn.

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The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
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Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Spramotor Co., London, Ont.

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Guelph Spring & Axle Co., Ltd., Guelph, Ont.

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Burgess-Norton Mfg. Co., Geneva, Ill.

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The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

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Canada Foundries & Forgings, Brockville.

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Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

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Dominion Sheet Metal Co., Ltd., Hamilton.

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Dennis Wire & Iron Works, London, Ont.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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The Western Steel Products Ltd., Winnipeg, Man.

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The Northern Electric Co., Limited, Montreal, Que.

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The Gurney Foundry Co., Ltd., Toronto.

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National Stamping & Electric Works, Chicago.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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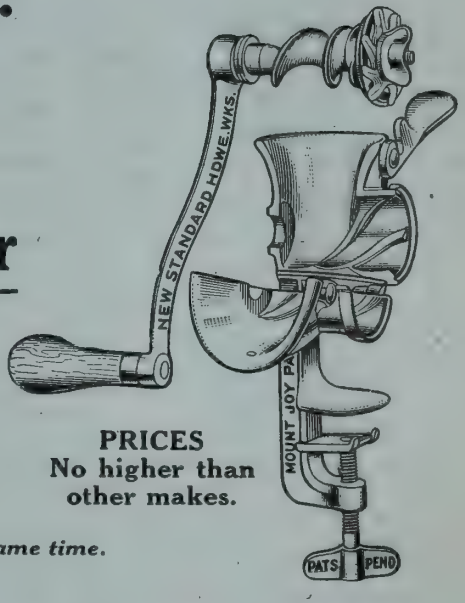

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The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tarred Welts
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

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J. Pickles, Winnipeg, Man.
Scythes & Co., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

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A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Thermos Bottles
The Canadian Thermos Bottle Co., Ltd., Toronto.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Timers for Ford Cars
The Franco-British Supply Co., Winnipeg, Man.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

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The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

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Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
R. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
The "J.B.R." Tool Works, Manchester, Eng.
Jardine & Co. Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
Jones & Shipman Limited, Toronto, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Canadian K.K. Co., Ltd., Elora, Ont.
The Coleman Fare Box Co., Limited, Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tuba
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.
The Rex Import Co., Ltd., Glasgow, Scotland.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Limited, Toronto, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Voss Bros. Mfg. Co., Davenport, Iowa.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Wax, Liquid
The Damon Specialty Co., Toronto, Ont.
MacNeill's Liquid Floor Wax Co., Ltd., Toronto.

Wax, Floor
T. S. Jackson & Sons, Limited, London, Eng.
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

J. H. WILLIAMS & COMPANY, Limited, now own and operate the Canadian Plant of The Whitman & Barnes Manufacturing Company of St. Catharines, Ontario.

A Canadian Company with a Canadian Charter handling the output of four factories will continue at St. Catharines to manufacture high-grade tools from drop forgings.

On and after October first customers should address correspondence for catalogs and prices to J. H. Williams & Company, Limited.

THE BUYERS' GUIDE

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
Frothingham & Workman, Montreal.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont
The Kennedy Hardware Co., Ltd., Toronto, Ont.
Lewis Brothers, Limited, Montreal, Que.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Woodenware
The Brett Mfg. Co., Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Edgar C. Luthard Co., Chicago, Ill.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
The Hoyt Metal Co., Toronto.

THE K-T COBBLER SET

THE TRADE K-T EE MARK FDY.

You Can Absolutely Guarantee
this repair outfit to your steady customer or to the customer you would like to make permanent.

UNBREAKABLE
It weighs 14 lbs.
It sells for $1.50
It costs you $1.00

The high price of shoes will make this a steady seller.

We also make for your trade

Clothes Reels | Clothes' Pulleys | Builders' Castings of all kinds
Clean-Out Doors Coal Chutes Window Weights Horse Weights

Inquire for our prices GALT, ONTARIO

G. W. Korn's Razors Have the Edge

on all other razors through their quality to give a better sh ave at all times.
It's the quality inborn through constant years of knowledge-building experience, and familiarity with the requirements of discriminating buyers.
You can't overstep, nor overstock, on G. W. Korn's Razors. Purchasers are ever on the alert for a razor of appearance, and shaving abilities.
We offer a large, profit-pulling assortment, which is pictured to advantage in our catalogue. Write for it.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.
Canada Office: 140 McGill Street, Montreal

"Oakville"

"Will Outwear Any Ware"

Your Reputation

Our reputation is established. Oakville Aluminium Ware is the accepted leader in the circles where good aluminium ware is used. Canadian housewives appreciate "Oakville" quality and wearing service. The designs and finish appeal to the careful housewife.

Let "Oakville" Aluminium Ware establish your reputation. Stock and display the "Oakville" Line—an essential factor in every kitchen—and make new friends and satisfied customers, who will recommend your store and your goods.

Write for Catalogue and Price List

The Aluminium Ware Manufacturing Co.

Oakville, Ontario

Richardson and Bureau, Montreal, Eastern Selling Agents

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE

Slater & Barnard, Ltd. SB Hamilton, Ontario.
QUALITY HARDWARE

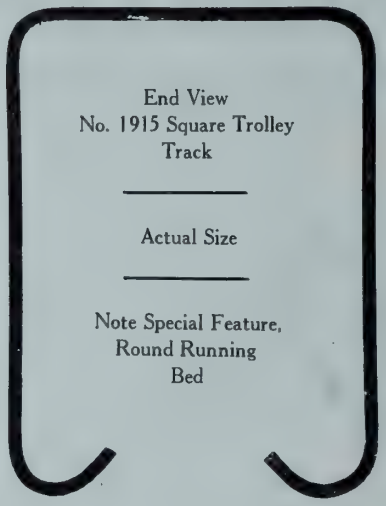
SQUARE TROLLEY HANGERS

No. 1922 Single Track Square Trolley Hanger

High Grade Steel

Roller Bearings

Pressed Steel Wheels



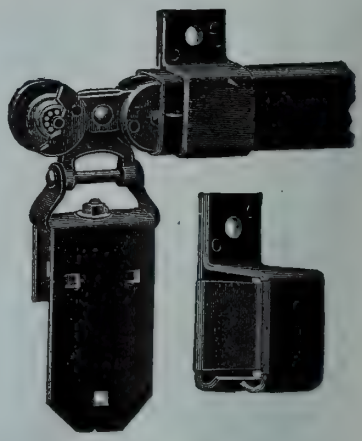
End View
No. 1915 Square Trolley Track

Actual Size

Note Special Feature, Round Running Bed

Both of these Hangers are for use in No. 1915 Track.

No. 1915 Track supplied in 4, 6, 8 and 10 ft. lengths

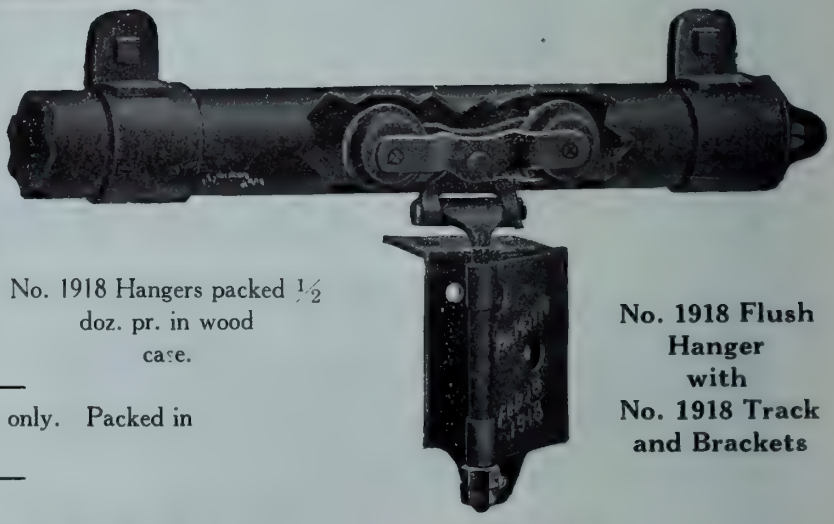


No. 1914 Hanger with 1915 Track and Brackets

ROUND TROLLEY HANGERS

No. 1917 Hanger with No. 1918 Track and Brackets

The only self-cleaning Track on the market which will not hold dust or water.



No. 1917 Hangers packed ½ or 1 doz. pr. in wood case.

No. 1918 Hangers packed ½ doz. pr. in wood case.

No. 1918 Flush Hanger with No. 1918 Track and Brackets

No. 1918 Track supplied in 3 ft. lengths only. Packed in 48" and 60" crates.

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Representatives:

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If interested tear out this page and place with letters to be answered.

"Alloyed in Canada under the world-famed Stanley Process"

Lionroyal

We warrant that no other Babbitt at the price will perform as well in so many different classes of bearings, and are ready to prove this in any case by trial installations in competion with any metal of its type.

The Dependable
BABBITT

For
General Service

BRITISH SMELTING & REFINING COMPANY LIMITED

MONTREAL and LONDON, ENGLAND

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Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

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SINGLE LOOP — For Bailing — CROSSHEAD

Hay, Straw, Rags, Paper, Flax, Excelsior, Shavings, Etc.

5 ft. to 12 ft. long. 12 to 16 Gauge Wire. Other Lengths or Gauges if required.

WIRE

Bright, Annealed, Coppered, Tinned, Galvanized, Etc., for any purpose. All Sizes, Any Temper.

We carry at all times the LARGEST STOCK of Bale-Ties in Canada

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LAIDLAW BALE-TIE CO.
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If interested tear out this page and place with letters to be answered.

Why is the Disston Trowel the choice of so many careful workmen?

Because it is manufactured in one piece from extra quality Disston-Made Steel. It is hardened and tempered by special Disston processes to give the much desired flexible blade. It is ground perfectly, insuring a smooth working surface. The post is straight and sits at an angle to the blade which gives an excellent balance to the tool. The handle whether Beech, Gum, Hickory, or Apple, fits the hand with unusual comfort. All these things mean a tool that is a real pleasure to use.

HENRY DISSTON & SONS
LIMITED
Toronto - Canada
Branch: Vancouver, B.C.

This Sprayer Is In Demand

"It's a back saver"

Year after year the demand has steadily increased for this lightweight, efficient, handy sprayer known everywhere as the

O-K-SPRA

Dealers should take advantage of this popular demand and be prepared to supply the O-K-SPRA. It is a fully guaranteed sprayer. This protects you and your customers. There is no exchange or duty to pay on the O-K-SPRA. It is a completely made-in-Canada sprayer.

If your jobber cannot supply your needs, write us direct for prices and literature.

Canadian Potato Machinery Co., Limited
69 Stone Road, GALT, ONTARIO

Burgess-Norton All Steel Hatchets

No Loose Heads—No Shrunken or Broken Handles

This splendid selling line of hatchets has many selling points to account for its successful sales record.

The All-Steel Hollow Handle, reinforced at the neck, can be subjected to a stress of 300 lbs. pull on the handle without injury. About 150 lbs. will break a wooden handle.

Your customers appreciate these features and not only buy again, but send their friends to buy.

The Reason Why

REGISTERED BUR-NOR TRADE MARK

Ask Your Jobber

Burgess-Norton Mfg. Company

Geneva, Illinois, U.S.A.

Mowers With An Ever-Growing Demand

There is a growing demand for really high-grade, close-cutting Lawn Mowers for continuous service, for use on Bowling Greens, in Public Parks, Cemeteries, School Grounds, etc., and experienced hardware dealers appreciate the advantage of carrying Ontario and Adanac Lawn Mowers in stock to supply this demand.

Think this suggestion over. You have an opportunity. An Ontario Mower on the local Bowling Green is a wonderful ad. to you, because Bowlers are lawn enthusiasts and delight in close-cropped, velvety sod. Include a few of these high-grade machines in your specification.

Taylor-Forbes Co., Limited

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TAYLOR-FORBES CO.
246 Craig St. W., Montreal

TAYLOR-FORBES CO., LTD.
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147 Prince William Street, St. John, N.B.

H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

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Things You Need for Fall Trade

We can give prompt shipment of any of the following lines and guarantee the dealer that they are so satisfactory as to quality, that he will be glad he bought them, and will want to order more. Write for prices.

Mittens and Driving Gloves
Sleigh Bells
Robes, Wool and Plush
Blankets
Straps and Snaps
Batteries and Repairs
Surcingles
Team Harness
Sweat Pads
Dandy Brushes
Curry Combs
Tires and Vulcanizing

Your inquiries will receive our prompt attention

Samuel Trees & Co., Limited

Manufacturers, Jobbers and Distributors

42 WELLINGTON STREET EAST, TORONTO

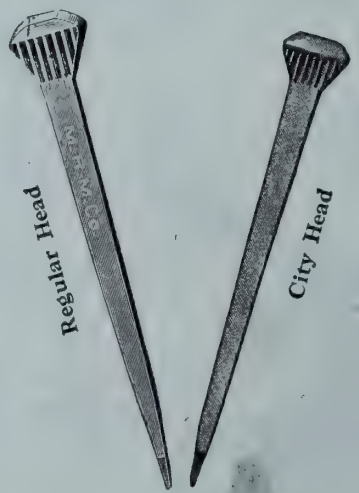
ESTABLISHED 1869

PRICE LIST

"M.R.M." BRAND

HORSE SHOE NAILS

Number	Lengths	Price per box (25 pounds)
3	1⅝ in.	$20.00
4	1¾ in.	10.00
5	1 15/16 in.	5.25
6	2⅛ in.	5.00
7	2 5/16 in.	4.75
8	2½ in.	4.75
9	2 11/16 in.	4.50
10	2⅞ in.	4.50
11	3 1/16 in.	4.50
12	3¼ in.	4.50



Blacksmiths are now demanding "**M.R.M.**" Horse Nails. They are made from the best material obtainable. They drive well and hold after they are driven.

Liberal discounts allowed off above list prices to Merchants handling "**M.R.M.**" Nails.

The Montreal Rolling Mills Co.

MONTREAL, CANADA

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Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

The L. Martin Co. *headquarters for*

GERMANTOWN LAMPBLACKS

in

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

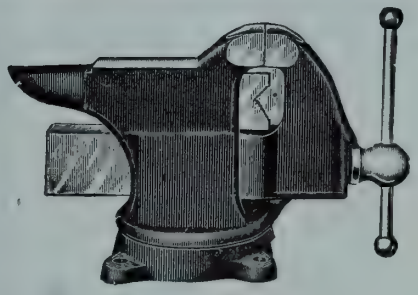
For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & CO., LIMITED
37 St. Antoine Street
MONTREAL

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241 — Autovise

A combination Pipe and Anvil Vise — particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

Rock Island Mfg. Co.
Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.

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Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Our Eavestrough and Conductor Pipe fit perfectly, thus saving time when being erected. Try us for corrugated iron, ridge roll, valleys, ventilators, elbows, etc.

We carry a full line of Barrett's ready roofing, etc.

Wheeler & Bain

The Quick Shippers

Toronto

WHITTALL CANS

for

Meats Vegetables Milk Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans and Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

MONTREAL

Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316.

Sales Office:
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WINNIPEG
Repr.: A. E. Hanna

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An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.
Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited
St. Catharines
Ontario

Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.
Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

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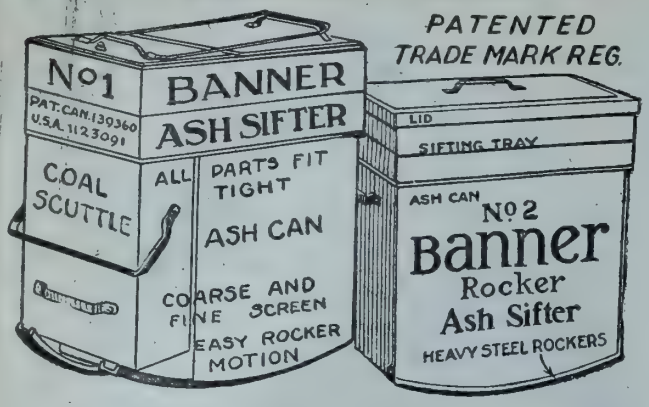
YOU CAN SHAKE IT.



BUT YOU CAN'T BEAT IT.

Saves Coal, Labor and Temper

They are the Ash Sifters that Eliminate Dust, Dirt and Profanity

BANNER
ASH SIFTERS

Order now—the prices are only slightly advanced, not in proportion to the price of coal. Order from your wholesale house, or

The Burrowes Mfg. Co.
611 King Street West, Toronto, Ontario

The Great "Rex" and "Superex" Vacuum Cleaners

The only Double Suction "hand" Vacuums. Operate both on forward and return strokes. Are the most efficient Cleaners made. Light in weight—Easy to operate.

Awarded two Gold Medals in open competition.

Sole Distributors Wanted.

Britain's Leading Machine.
All British Made.

REX IMPORT CO., LTD.

Patentees and Manufacturers
Labour Saving Appliances

Head Offices:

202 Bath Street
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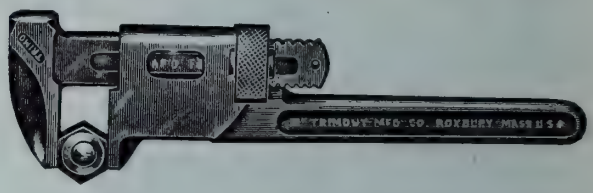
359 City Road
London, England

Cables:—"Garscadden, Glasgow," "Garscadden, Isling, London."

TRIMO

The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.



The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company
Roxbury (Boston) Mass., U.S.A.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**

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BIG PROFITS

FOR THE RETAIL HARDWARE STORE

SELLING

Tents and Camp Equipment

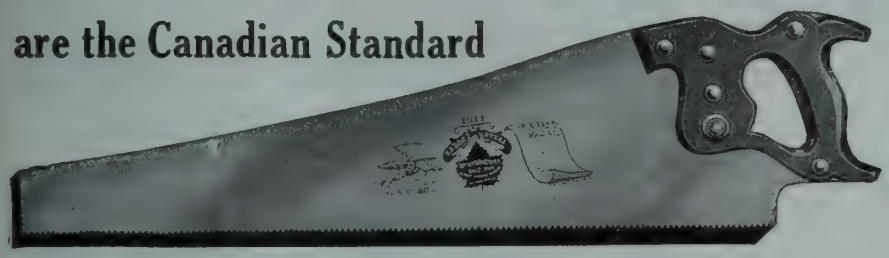
WE ARE WHOLESALE MANUFACTURERS—TRY US

WOODS MANUFACTURING CO.,
LIMITED

OTTAWA

MAPLE LEAF HAND SAWS

are the Canadian Standard



No. 1914
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

Unbreakable Handle

Our saws are made on a high standard basis that wins satisfactory sales for the dealer.

You can sell **Maple Leaf Hand Saws** in full confidence that "worth while" prestige for your store will be the logical result.

Shurly-Dietrich Co.
LIMITED
GALT - CANADA

"HERCULES" SASH CORD

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Tests made by Strength of Materials Laboratory (University of Toronto) prove our claims as to quality.

All wholesale hardware dealers carry Hercules Sash Cord.

Manufactured in Canada

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue

The Wm. Cane & Sons Company, Ltd
Manufacturers NEWMARKET, ONTARIO

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The Famous "MAB" RAZORS

25 years reputation

No. 14 pattern

Dwarf size for self-shavers

Large size for barbers

"Mab" Razors are known throughout the world and recognized by all as the acme of perfection, made from the finest Sheffield steel. Every razor guaranteed perfect. Mab pocket cutlery is also made from the same steel.

Apply for prices and particulars from our Canadian agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto TELEPHONE MAIN, 6510

Made by THE "MAB" CO., Birmingham and Sheffield, England

FISHING TACKLE!

Incomparable Brand

INCOMPARABLE

REGISTERED

TRADE MARK.

Buyers are respectfully requested to place their orders for early delivery 1921, NOW.
Our Mr. Thos. Tully will visit Canada earlier this year, beginning his trip in July, and he hopes to receive a continuance of the kindness and courtesy hitherto extended to him by our many friends in the Dominion.

Ludgate, Ryder, Thomas & Co.

Clive Road

Redditch - England

Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois.

"VIKO"

Aluminum Products

SELLING POINTS

Stamped from pure aluminum, durable and light in weight, attractively designed, will not tarnish, free from poisonous compounds, rust-proof and sanitary. Rounded corners, easily cleaned, economical, fuel saving, no plating to chip, heat readily and evenly, and will not burn or scorch foods, no joints to give trouble, handles of tinned steel, hinges nickelled steel. Write for more details.

Hurtubise Limited

Successors to

North American Hardware Supply Limited

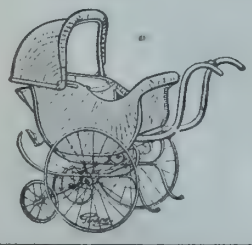
222 Notre Dame Street West

MONTREAL CANADA

THE GENDRON MFG. CO., Ltd.

Makers of a line of goods that are always in demand.

Children's Vehicles
Bathroom Fittings
Coaster Wagons
Sleds and Sleighs



THE GENDRON MFG. CO., Ltd.

137 Duchess Street, TORONTO

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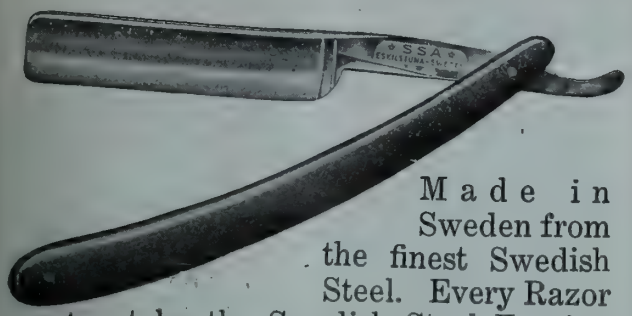
RAZORS

Fully Guaranteed



Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors.

Write for Prices to-day.

Canadian Agent:

F. W. Lamplough & Co.

46 Alexander St., Montreal

Manufacturer

Swedish Steel Forging Co.

SWEDEN

Ward & Smith, Ltd.

CONGO WORKS
Sheffield, England

Buyers of the following will do well to write for our prices and delivery

PLIERS, SPANNERS, TURNSCREWS
and
STAMPINGS
and
MILD STEEL BARS
and
BILLETS

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

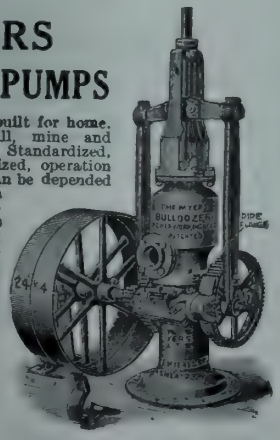
FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
ASHLAND
OHIO

KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

FOR QUALITY THAT SATISFIES

Send In Your Order Now

London Rolling Mills Co.
LIMITED
LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

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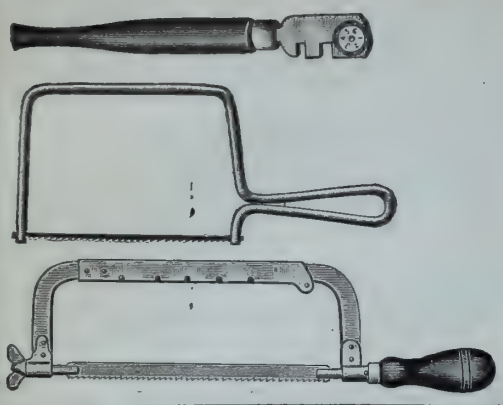


The Crescent Line

For Building Permanent Trade

For satisfying customers and holding their trade, and confidence in the store. In turnover, profit and business-building, Crescent Line is unexcelled.

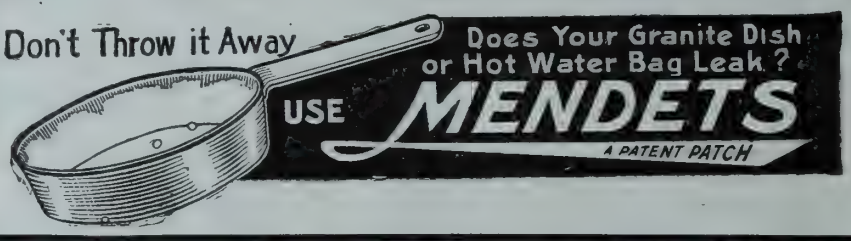
A line that you will be more and more glad to sell with each added year you handle it—because it pays.

At All Leading Jobbers

Campbell Agencies

TORONTO, CANADA

The Crescent Company, Meriden, Conn.

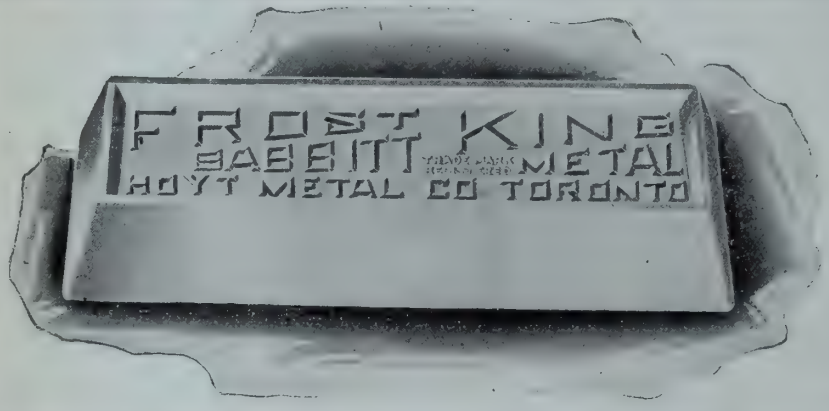


Quick Sales
Big Profit
Satisfaction

Occupy But Little Space
Sell Easy

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

Collette Mfg. Company, Collingwood, Ont.



Also—

Lead Pipe
Sheet Lead
Solders
Ingot Metals
etc., etc.

HOYT METAL CO.

MONTREAL **TORONTO** WINNIPEG

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

Cameron Store Equipment

Our Specialty

Cameron & Company

74 Logan Ave. Toronto

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TRADE CSB CO MARK

This Trade-Mark on Spring Hinges signifies the **highest quality.**

Look for it on every hinge — none are Genuine Chicago Spring Hinges without it.

TRADE CHICAGO MARK

SPRING HINGES

The Chicago "Relax" Spring Pivot Hinge is high class and has an exclusive feature.

It swings doors silently and easily with its smooth ball bearing action. The spring action release feature has created a demand. Sells on sheer merit.

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue M36

Type No. 6001

North Star Oil & Refining Company LIMITED

WILLIAM PENN MOTOR OIL

"High as the Stars in Quality"

Red Star Gasoline

★

Family Safety Coal Oil

Head Office
WINNIPEG
Branches throughout the West

SAWS

Simonds Canada Saw Co., Limited

Montreal, Que.
St. John, N.B. Vancouver, B.C.

For the Hardware Dealer there is Satisfaction in knowing that the Saws he sells will give the customer the best of service. If he handles the Simonds line he is assured of the highest quality backed by the fullest guarantee.

Write for terms and discounts.

SIMONDS

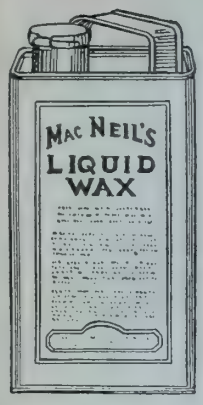
CARTER'S

Carter's Genuine Dry Red Lead

A pure, uniform and economical paint and preservative for metal work, steam pipes, etc.
Made from the highest grade of Canadian Pig Lead, highly oxidized and very finely ground. Used with pure Linseed Oil, it is very easy to apply and has unusual covering capacity.
Every sale of Carter's Genuine Dry Red Lead assures you a satisfied customer and a good profit.

Ask for prices on this and the other Carter lines—Carter's Genuine Dry White Lead, Carter's Genuine Orange Lead and Carter's Litharge.

The Carter White Lead Company of Canada Ltd., 91 Delorimier Ave., Montreal



MacNeil's Liquid Wax

THE WAX THAT SELLS

Discriminating customers buy MacNeil's Liquid Wax. They recognize its superior qualities, and appreciate its advantages. Canadian-made product. It cleans and polishes, and is guaranteed to contain no acid or other injurious chemicals. Adopted by the Government Railways. Made in four grades.

MacNeil's Liquid Wax Co., Ltd.
78 Ontario St. Toronto

Let Us Work for You—

"No Order too Large"; make this your slogan. We carry a complete line of everything in building materials, tile, marble, terrazzo, mantels, fire-place fittings, etc. Wire, 'phone, or write. Let us work for you. Be our agent in your district.

We cover Western Ontario and Niagara Peninsula.

Kent - Garvin Co., Limited
Hamilton, Canada

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application *Immediate Shipment*

JAMES HUTTON & CO.
706 Shaughnessy Building - MONTREAL

If It's Great Western

Solder - Lead - Babbitt Metal
It's Good

Made in Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Chamber of Commerce Bldg., Winnipeg, Man.

A. G. Low Co., Saskatoon Sask.

Hamilton Gas Mantles

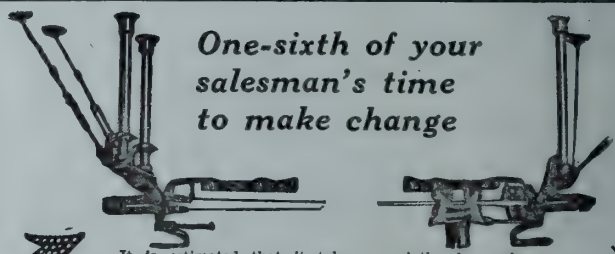
Hamilton Gas and Gasoline Mantles

A fast selling line with talking-points that close sales. Satisfaction to the customer and new business to the dealer.

At all Good Jobbers.

The Hamilton Gas Mantle Company, Limited

Toronto — *Head Office and Factory* Hamilton, Canada — Montreal



One-sixth of your salesman's time to make change

It is estimated that it takes one-sixth of a salesman's time to make change under ordinary conditions. This means the time of one salesman in a staff of six. Eliminate the running and five salesmen can do the duties of six.

Our Cash Carriers will accomplish this for you, and at a greatly reduced cost with more efficiency. There also would be two persons in every transaction, viz., the salesman and cashier—each checking the other—and your money will be in the custody of one person, and in your office, where it properly belongs. Had you thought of it in this way? Our leaflet explains it fully.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

CRANE VALVES

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST. PATRICK ST
MONTREAL

BRANCHES: Toronto, Winnipeg, Vancouver.
SALES OFFICES: Halifax, Quebec, Ottawa, Calgary.

PEERLESS PERFECTION POULTRY FENCING

The first cost of a good fence is but little more than a cheap or poor one—no more work and lots more satisfaction. **A REAL FENCE—NOT NETTING**

Strongly made and closely spaced—making it a complete barrier against large animals as well as small poultry. Top and bottom wires No. 9—intermediates No. 13 wire—made by the Open Hearth process which time and other tests have proven to be the best. Ask about our farm and ornamental fencing. Write today for catalog. Do it now. It is sent free on request.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. Hamilton, Ont.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

No. 32 Torch
List price, Each, $16.00.
Ask for discount

THE BEST TIME

to put your stock in condition to supply the demand for C. & L. Fire Pots and Torches is NOW. You cannot afford to let your stock run low on these popular tools. Be ready and you will be assured of good business this Winter. C. & L. Fire Pots and Torches are made by expert skilled labor and from the best materials obtainable. They are sold under the maker's guarantee. Jobbers supply at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
DETROIT, MICH., U.S.A.

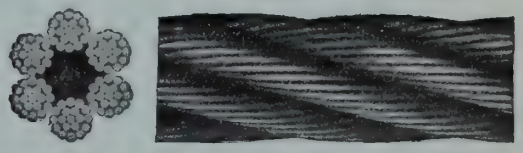
Satisfying to Use or to Sell

Every sale of this B. & C. Improved Adjustable "S" Wrench makes a new friend and future customer for you. It satisfies the customer and brings him for other wrenches of this sales-making line. Easily adjustable by the thumb of the hand that holds it. Carefully hardened and tempered.

Guaranteed. B. & C. Quality sells it. Write for prices.

BEMIS & CALL HARDWARE & TOOL CO.
SPRINGFIELD, MASS., U.S.A.

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

Why the Head Engineer Stands by

"Maple Leaf" Belting

Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.

The Dominion Belting Co *Limited*
Hamilton Canada

DESOLVO
Wide-Spread Favor

Desolvo has been favorably received by housewives everywhere. A handy cleaner for sewer—and drain—pipes, applied in a minute; no fuss, no trouble.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., Toronto
Eastern Canada Representatives:
RICHARDSON & BUREAU
55 St. Francis Xavier St.
Montreal, Quebec
Ontario Representative:
L. F. MAYNE
LONDON, ONT.

Made in Scotland.

Used the world over.

ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE

Write for Export Terms to—

MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN

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"PEERLESS" CUTLERY

FRED ELLIS'S HAND-FORGED DOUBLE-SHEAR STEEL CARVERS
A Highest Grade Product of old-time quality

FRED ELLIS'S CASED CARVERS SETS
In Stainless Steel Throughout

FRED ELLIS'S STAINLESS CUTLERY
Entirely Rustless and Non-corrosive

THE "PEERLESS" RAZOR
Full Hollow Ground. Quality and Price Unbeatable

FRED ELLIS & SONS
Globe Works Penistone Rd
SHEFFIELD

'Phone 2391 Central
'Grams "Peerless Sheffield"

The average dealer usually carries various types of Cordage, each possibly efficient in its own limited sphere; why isn't it good business to concentrate on the sale of

AERO CORD

which gives superior efficiency for all purposes, thereby reducing stock and eliminating much unnecessary detail work and which will result in a larger percentage of profit.

AERO CORD will give equal satisfaction indoors or out.

If your Jobber cannot supply you write us.

THE AERO MFG. CO., Limited

Factory: LENNOXVILLE, QUE. SHERBROOKE, QUE.

Western Agents:
THE H. L. PERRY CO., LIMITED
Winnipeg, Man.

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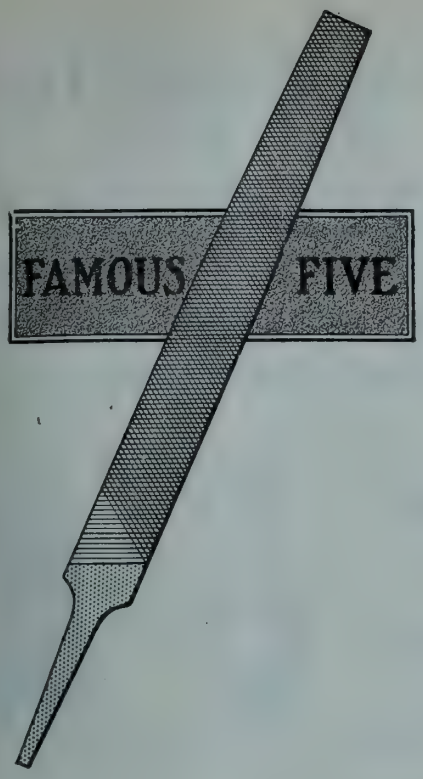


Bring in Customers with Famous Five Files

If you stock Famous Five Files, people will come to your store to get them.

There is an established demand which makes them a sure "drawing card." File users will have them.

Out of the customers who come to you for Famous Five Files, you can make customers for other goods.

Use Famous Five Files to enlarge your patronage. You can get them promptly from your jobber, because big reserves are carried.

The Famous Five brands are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

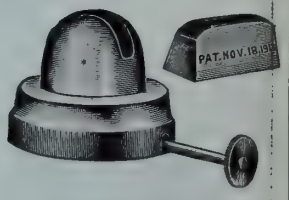
Nicholson File Company

PORT HOPE - ONTARIO

A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)



No. 2 Cold Blast Correct Lamp Burner

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

The Schultz Manufacturing Company

LIMITED

HAMILTON, CANADA

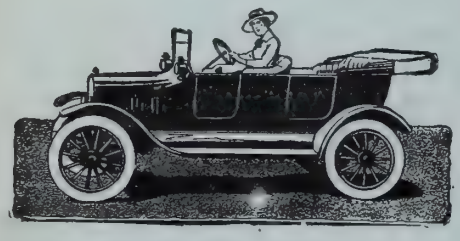
Give us your Wholesaler's name and we will send you a sample

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

If interested tear out this page and place with letters to be answered.

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.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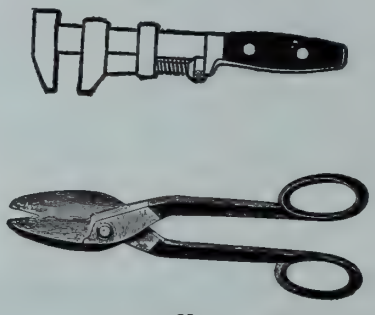
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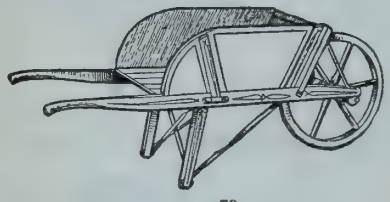
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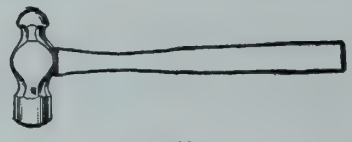
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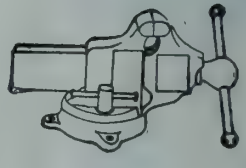


THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

If interested tear out this page and place with letters to be answered.

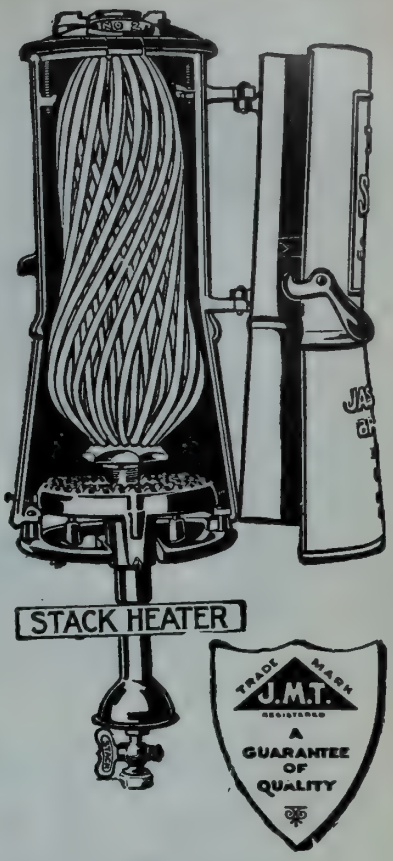
Display the

STACK HEATER

and Make Profitable Sales

Stack Gas Water Heater has many powerful selling points. It saves gas, and gas saved is money saved.

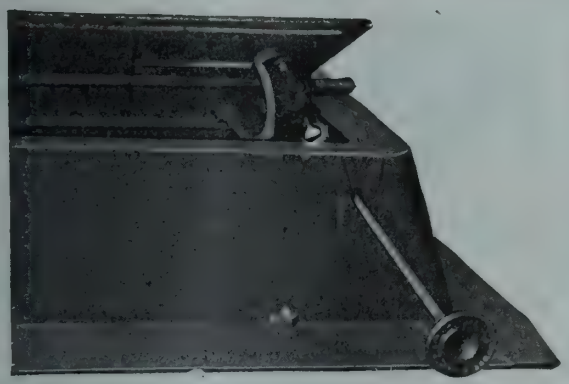
The network of small pipes exposed to the hot gas flame will heat water quicker than one large pipe because of the greater heating surface offered. Heats water in a minute; show your prospect. No technical knowledge is necessary to see the advantage of the Stack Heater.



Send for a Stack Heater Display Card

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, Toronto, Ontario



QUALITY *SERVICE*

THE BON LIMITED CHANDELIERS OUR LIGHTS SHINE EVERYWHERE OUR MOTTO QUALITY MANTELS - GRATES & TILES

Barton-Netting Co.

LIMITED

9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

WROUGHT PIPE

BLACK and GALVANIZED
SIZES, ⅛ IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

Ask your jobber for CT *Brand of Wrought Pipe*

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL
Works: Lachine, Can.

PIPE STRAPS

(Electro-Galvanized)

Assorted Sizes

¼ inch to 3 inch

Also

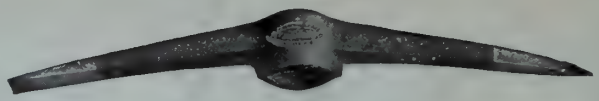
Metal Stamping for Manufacturers

WALTER H. WICKWARE

53 Booth St.

OTTAWA CANADA

PICKS



No. 5

Made of best high-grade, open-hearth steel, hammer forged and correctly tempered. Finished in black with polished points.

THE WARREN TOOL & FORGE COMPANY

234 Griswold St. Warren, Ohio, U.S.A.

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited

PETERBOROUGH, ONT.

PLUMBS **SAND'S** LEVELS

Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, 23 Richmond Bldg.

TORONTO, ONT.

OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East. Winnipeg

Sankey & Mason, 839 Beatty Street Vancouver.

H.R.S & Co.

Regd. Trade Mark

HARDWARE
HEAVY & SHELF

METALS
ALL DESCRIPTIONS

Henry Rogers, Sons & Co., Ltd.

Estab'd 114 Years

WOLVERHAMPTON, ENGLAND

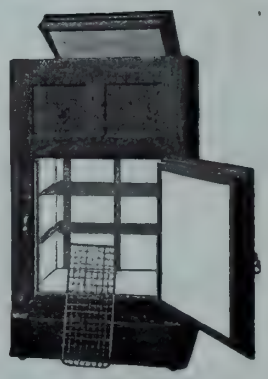
Representatives: Harry F. Moulden & Son, Winnipeg, Man.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY



PARIS

REFRIGERATORS

SCREEN DOORS

WINDOW SCREENS

COMBINATION SCREEN AND STORM DOORS

RELIABLE GOODS AND PROMPT SERVICE

WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.

PARIS, ONTARIO

Chart of Recommendations for Automobiles
(Abbreviated Edition)
How to Read the Chart

The Correct Grades of Gargoyle Mobiloil for engine lubrication are specified in the Chart below.

A means Gargoyle Mobiloil "A"
B means Gargoyle Mobiloil "B"
E means Gargoyle Mobiloil "E"
Arc means Gargoyle Mobiloil Arctic

These recommendations cover all models of both passenger and commercial vehicles unless otherwise specified.

Where different grades of Gargoyle Mobiloils are recommended for summer and winter use, the winter recommendation should be followed during the entire period when freezing temperatures may be experienced.

This Chart is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and constitutes a scientific guide to Correct Automobile Lubrication.

If your car is not listed in this partial chart, consult the Chart of Recommendations at your dealer's, or send for booklet, "Correct Lubrication," which lists the Correct Grades for **all** cars.

NAMES OF AUTOMOBILES AND MOTOR TRUCKS	1920 Summer	1920 Winter	1919 Summer	1919 Winter	1918 Summer	1918 Winter	1917 Summer	1917 Winter	1916 Summer	1916 Winter
Acason (2 ton)			A	A	A	Arc	A	Arc	A	Arc
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Allen	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Apperson (8 cylinder)	A	A	A	A	A	A	A	A	A	A
" All Other Models					A	A	Arc	Arc	Arc	Arc
Atterbury (Model B-E)	A	A	A	A						
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Autocar (2 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Beck	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Biddle (4 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (8 cylinder)									A	A
Buick	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cadillac	A	A	A	A	A	A	A	A	A	A
Chalmers (6-48)									Arc	Arc
" (6-40)									A	Arc
" All Other Models	A	A	A	A	A	A	A	A	A	A
Chandler Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Chevrolet (8 cylinder)			A	A	A	A	A			
" (F. A.)			A	Arc	A	Arc				
" (F. B and I ton)	A	Arc								
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cleveland	A	Arc								
Columbia (Detroit)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Cunningham	A	A	A	A	A	A	A	A	A	A
D-E (1½ and 2½ ton)	A	Arc	A	Arc	A	Arc	A	Arc		
" (5 ton)	A	A	A	A	A	A				
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Dodge Brothers	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Essex	A	Am	A	Arc						
Federal (Model S-X)					A	A	A	A		
" (Special)					Arc	Arc				
" All Other Models	Arc	Arc	Arc	Arc	A	A	Arc	Arc	Arc	Arc
Ford	E	E	E	E	E	E	E	E	E	E
Franklin	A	A	A	A	A	A	A	A	A	A
Gramm-Bernstein (5 ton)	A	A	A	Arc	A	Arc	A	Arc		
" " All Other Models	Arc	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Grant (6 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Com'l) (Model 12)			A	Arc						
" (") All Other Models	Arc	Arc	Arc	Arc						
Haynes (6 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (12 cylinder)	A	A	A	A	A	A	A	A	A	A
Holmes	B	A								
Hudson Super Six	A	Arc	A	Arc	A	Arc	A	Arc	A	A
All Other Models									Arc	Arc
Hupmobile	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Jordan	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Kelly Springfield	A	A	A	A	A	A	A	A	A	A
King (8 cylinder)	A	A	A	A	A	A	A	A	A	A
Kissel Kar (Model 48)									A	A
" (12 cylinder)					A	A	A	A		
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Koehler (Model M)	A	A	A	A						
" All Other Models	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Liberty	A	A	Arc	Arc	Arc	Arc	Arc	Arc		
Locomobile	A	E	A	E	A	E	E	E	E	E
Madison (6 cylinder)			A	Arc	A	Arc	A	Arc	A	Arc
" (8 cylinder)							A	A	A	A
Marmon	A	A	A	A	A	A	A	A	A	A
Maxwell	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Mercer	A	A	A	A	A	A	A	A	A	A
M. H. M.	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Mitchell (6 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (8 cylinder)					B	A	A	A	A	A
Moline-Knight	A	A	B	A	B	A	A	A		
Nash (Quad)	A	A	A	A	A	A				
" (Model 671)					A	A				
" All Other Models	A	Arc	A	Arc	A	Arc				
National (6 cylinder)	A	A	Arc	Arc	Arc	Arc	Arc	Arc	A	Arc
" (12 cylinder)			A	A	A	A	A	A	A	A
Nelson	A	A	A	A	A	A	A	A		
Oakland (8 cylinder)									A	A
" All Other Models	A	A	A	A	A	A	Arc	Arc	Arc	Arc
Oldsmobile (4 cylinder)	A	Arc	A	Arc					Arc	Arc
" (6 cylinder)	A	A	A	A	A	A	Arc	Arc		
" (8 cylinder)	A	A	A	A	A	A	A	A	A	A
Overland	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Packard	A	A	A	A	A	A	A	A	A	A
Paige (6 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Cont Eng)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" All Other Models	A	A								
Paterson	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Peerless (8 cylinder)	A	A	A	A	A	A	A	A	A	A
" All Other Models					Arc	Arc	Arc	Arc	Arc	Arc
Pierce Arrow	A	A	A	A	A	A	A	A	A	A
" (Com'l) (5 ton)	A	A	A	A	Arc	Arc	Arc	Arc	Arc	Arc
" (") All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Premier	A	A	A	A	A	A	A	A	A	Arc
R. & V. Knight	B	A								
Reo	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
ReVere	A	A	A	A	A	Arc				
Riker	A	E	A	E	A	E	E	E		
Rock Falls	A	Arc	A	Arc						
Saxon			E	E	E	E	E	E	E	E
Sayers Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Sayers & Scoville (5 & 5)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Scripps-Booth (4 cylinder)					Arc	Arc	A	Arc	A	Arc
" (6 & 8 cylinder)	A	A	A	A	A	A	A	A	A	A
Selden (½ ton)							A	Arc		
" (5 ton)	A	A	Arc	Arc	Arc	Arc				
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Service (125-130-140-170-220)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" All Other Models	A	A	A	A	A	A	A	A	A	A
Stearns-Knight	B	A	B	A	B	A	A	A	B	A
Studebaker	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Stutz	A	A	A	A	A	A	A	A	A	A
Templar	A	A	A	A	A	A				
Velie (4 cylinder)	A	Arc								
" (6 cylinder)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" (Com'l) (1½ ton)			A	Arc	A	Arc				
" (") All Other Models	Arc	Arc	Arc	Arc	Arc	Arc				
Westcott	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
White (16 valve)			A	A	A	A	A	A		
" (3 ton)			A	A	Arc	Arc				
" All Other Models			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Willys-Knight	B	A	B	A	B	A	B	A	B	A
Willys Six	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Winton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc

Advisory Selling

Why it helps to sell more oil as well as hardware.

A man comes into your store to buy a lock for his garage. You naturally ask him several questions. Then from the information obtained you determine exactly what lock best suits his requirements.

By your questions you have shown the man that you know your business.

Dealers who sell Gargoyle Mobiloils according to our Chart of Recommendations enjoy such good profits from repeat sales for the very same reason.

Our Chart of Recommendations hanging on your wall is your guide in selling the correct grade of Gargoyle Mobiloils for every automobile, truck, tractor or motorcycle.

And it is proof to your customers that you are equipped with the information to specify the correct oil for their machines.

Can you afford to disregard such a confidence-builder?

GARGOYLE

Mobiloils

A grade for each type of motor

Imperial Oil Limited

Marketers of Gargoyle Mobiloils in Canada

BRANCHES IN ALL CITIES

This advertisement appeared in Hardware and Metal, Oct. 2.

If interested tear out this page and place with letters to be answered.

NEW RAJAH PRICES
SPARK PLUGS

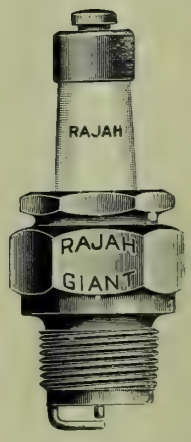
½" No. 2

Specially adapted for Ford, Overland, Studebaker. Can also be used in any motor made for ½" Standard plug.

Price, Plug $1.25
Price, Porcelain .75

RACE drivers use Rajah Plugs for a quicker pick-up, more power and higher speed. Special button top and quick detachable Rajah Terminal eliminates old style, inconvenient Thumb Screw. Simple construction, easily taken apart, cleaned and replaced. Parts interchangeable. Sturdy electrodes. Patented knife edge bushing adjusts itself to shoulder of porcelain, and permits heat expansion without injury to porcelain. Insulation highest grade, hardfire, heat-resisting porcelain.

For all pleasure cars, trucks, tractors, marine, stationary, motorcycle and airplane engines.

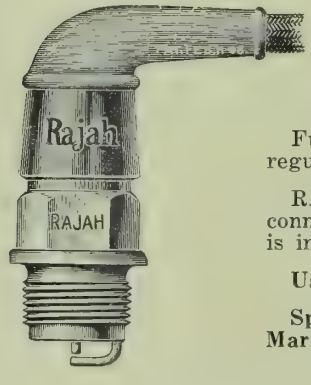


⅞-18 Giant

Also ½", ⅞-18 Long and ⅞-18 Extra Long—firing point 1¼".
A big, sturdy, heavy duty type of plug for pleasure cars, trucks, tractors, marine and stationary engines.

Exclusive equipment Advance-Rumely Tractors.

Price, Plug $1.50
Price, Porcelain .... .85



The New WATERPROOF, SHOCKPROOF, BREAKPROOF, DUSTPROOF RAJAH PLUG

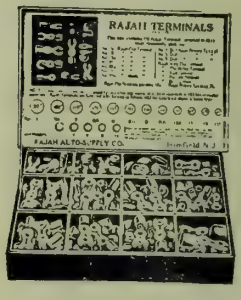
Furnished in all the standard thread sizes, with regular RAJAH Terminal fitting any cable.

RAJAH Ferrule Terminals, making a neater connection, will be furnished if a sample of cable is included with the order.

Used extensively during the War in Aviation.

Specially recommended for Unprotected Motors, Marine, Tractor, Stationary, Airplane, Motorcycle.

Price, Plug $1.75
Price, Porcelain ..... .75



Box Assortment Rajah Terminals

A very attractive silent salesman

Rajah Regular Clip Terminal
Fits any size cable

Rajah Thrust Clip Terminal

Rajah Hook Clip Terminal

Rajah Short Clip Terminal

Rajah Primary Terminal

THUMB NUT
With all Rajah plugs unless otherwise ordered. Also Ball and Stud Adapters.

The Rajah Thrust Clip, Hook Clip, Short Clip and Primary are furnished with ferrules to fit any size cables

TO JOBBERS: We will gladly furnish further information.

Electros in appropriate sizes for newspaper and catalog use supplied on request.

MANUFACTURED BY

RAJAH AUTO-SUPPLY COMPANY, BLOOMFIELD, N.J.

Canadian Distributors:

The Canadian Fairbanks-Morse Co.
The Northern Electric Co.
Wood, Vallance & Leggat
The Motor Car Supply Co.
Motor Products, Ltd.
Bowman Bros.
J. H. Ashdown Hardware Co.
Millens B. C. Ltd.
Marshall Wells Co., Ltd.
John Millen & Son, Limited.

Tear this out and file for reference

If interested tear out this page and place with letters to be answered.

The Super-Test

¶ BEFORE you were asked to buy or try Dunlop Cord Tires, they must undergo a test such as you would never give them.

¶ Tires, just like your garagemen and dealers now sell, are put on our own test cars, and away speed the drivers.

—A Test that is kept up day and night.

—A Test that takes in some of the worst roads in the country and the generality of bumps, bad turns, and all the sudden stops that go with them.

—A Test that specifies the number of miles which must be made by the drivers each day and night.

¶ The results of this crucial test, naturally, have an important bearing on our manufacturing policy.

¶ Tested-in-Advance Service aptly applies to *Dunlop Cord Tires—"Traction," "Ribbed."* Can you ask for a greater guarantee than the story the road tells—a story which in the case of Dunlop Cord Tires proves that our manufacturing methods are not only Right but *Dead Right?*

DUNLOP THE UNIVERSE OVER—THE WORLD'S GREATEST RUBBER ORGANIZATION

DUNLOP TIRE & RUBBER GOODS CO., Limited

Head Office and Factories: TORONTO

BRANCHES IN THE LEADING CITIES

DUNLOP TIRES

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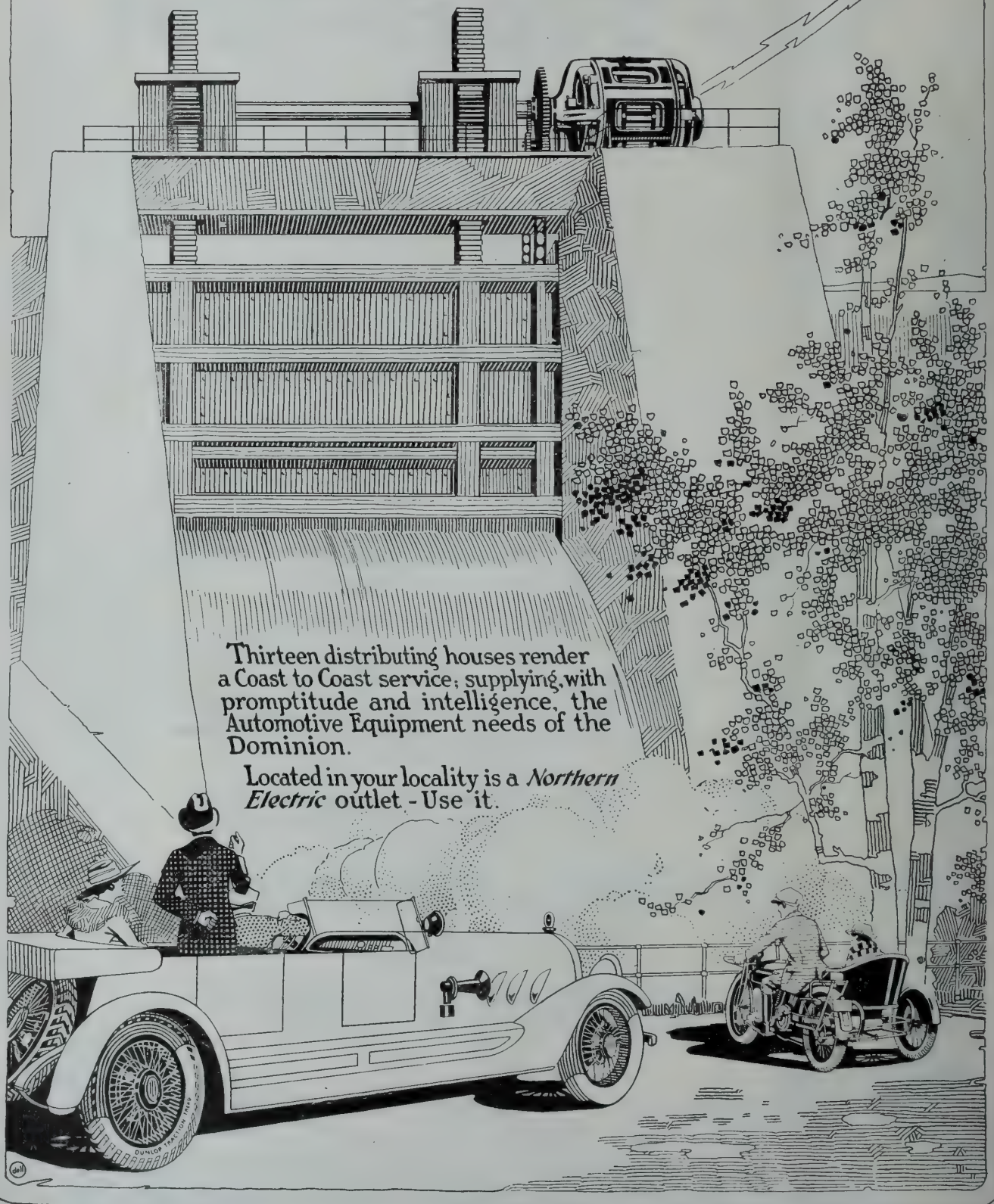
Northern Electric

AUTOMOTIVE~EQUIPMENT



Thirteen distributing houses render a Coast to Coast service; supplying, with promptitude and intelligence, the Automotive Equipment needs of the Dominion.

Located in your locality is a *Northern Electric* outlet - Use it.

If interested tear out this page and place with letters to be answered.

Why are all Fords Equipped with Champion

Dependable Spark Plugs

The answer is found in the Ford instruction book which says:—

"The make of plugs with which Ford engines are equipped when they leave the factory, is best adapted to the requirements of our motor."

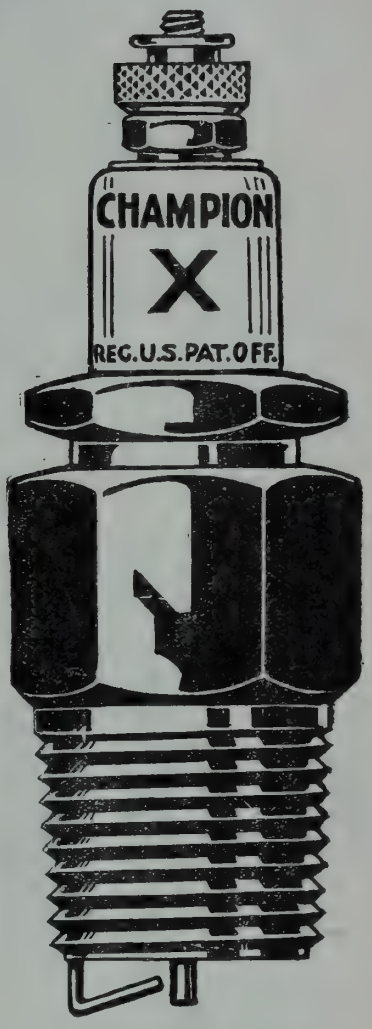
Since 1911 Fords have been, and are now, Champion equipped.

For motor owners who have other makes of cars we have developed a type of spark plug to give that same unfailing dependability for which Ford motors are known. Absolute confidence can be placed in Champion Spark Plugs to carry through any emergency that an engine will stand up under.

The right plug has "Champion" on the insulator as well as on the box.

Display the Champion dealer helps and get your share of the business that our advertising has created.

Order from your jobber to-day.



Champion "X"
A15—½ inch
Price 90c
Adopted by the Ford Motor Co. as standard equipment on Ford cars since 1911.

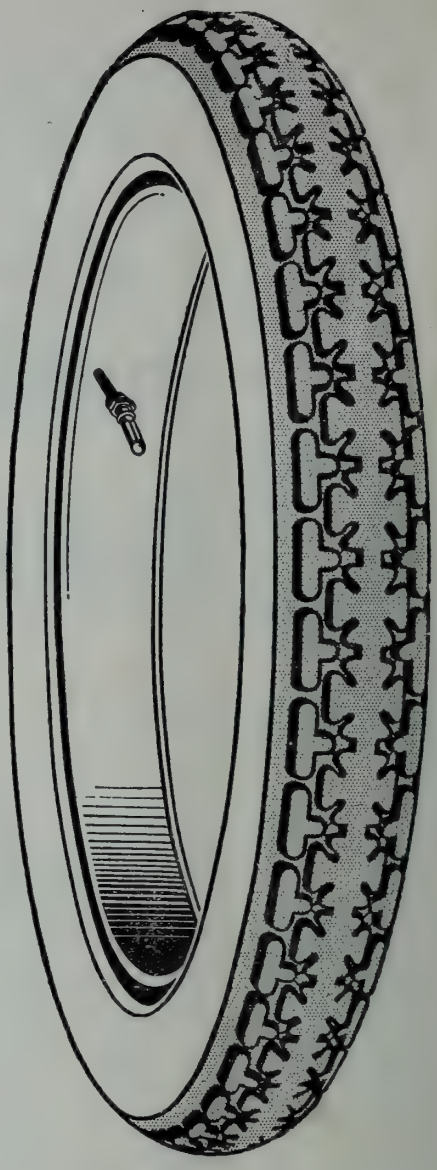
Champion Spark Plug Co. of Canada, Limited
Windsor, Ontario

Largest factory in Canada making Spark Plugs exclusively and the only factory making "Champions."

112

If interested tear out this page and place with letters to be answered.

Leaders in their Line



The dealer knows that well-satisfied customers will come back. They will go where they can rely on the dealer's advice. That is why it pays to carry only those goods which he can honestly recommend. Satisfaction and goodwill follow the use of

"Gutta Percha" Tires

Tubes **Ajax Patches** **Blowout Patches**
Talc Powder **Interliners** **Running Board Mats**
Weldacut (for tire tread cuts)

All "Gutta Percha" goods bear the guarantee of reliability. Stock up.

Gutta Percha & Rubber, Limited

HEAD OFFICES AND FACTORY — TORONTO

BRANCHES—Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria

If interested tear out this page and place with letters to be answered.

A Selling Point That Sells

Kopper King Spark Plugs are anti-fouling and rust-proof. This is a selling feature that really appeals to the car owner. A Kopper King Plug will not rust into the cylinder head.

This enables you to sell your customers a Spark Plug that ensures freedom from trouble.

The Kopper King is a Salesbuilder — once a car owner buys his first one, he will, in future, enthusiastically specify Kopper King Spark Plugs throughout.

Rust-proof

A heavy coating of copper protects the body of the plug. This prevents carbon deposits; carbon under electrical heat will not adhere to copper.

KOPPER KING

Kopper King Spark Plugs ensure you a better margin of profit than any competing plug. They meet every requirement. Once sold, they stay sold.

"Tested For Service"

Canadian General Electric Company, Ltd.

Head Office - TORONTO

Branch Offices: Montreal, Sherbrooke, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested tear out this page and place with letters to be answered.

Automotive Accessories

International Service

Combined Buying

means increased profits. You save time and trouble by combining orders to us for all your requirements. We feature duplicate parts for popular cars such as Ford and Chevrolet. You can depend on us for shop equipment of power and hand tools. To attempt purchasing these lines from different factories, means extra expense in time and money. We can supply you with everything for motor cars and trucks, and can make quick, complete shipments from stock.

Established in 1896, the B-R Co. service is based on 24 years' experience.

Tools and Hardware, Garage Equipment, Bicycles and Tires, Cycle Supplies.

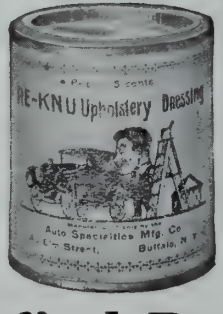
Write for Prices, Terms and Catalog. Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

Branches—New York, San Francisco, Detroit, Pittsburgh and Kansas City. Cable Address—"Beckley." Codes—A.B.C. 5th Edition and Western Union.

Four Profitmakers



Liquefied Para Rubber Basis

Burbank Top Dressing

Re-dyes light-colored tops, giving a new, fresh appearance. Rubberizes and waterproofs.

Re-Knu Lining Dye

Re-dyes and re-finishes the top lining—a fast color covers all stains and discolorations.

Mohair Top Dressing

will give the shabby, leaky, weather-beaten top that new appearance and durability. It re-dyes, weatherproofs and re-rubberizes the fabric, leaving it soft and pliable.

Drab Lining Dye

It re-dyes and re-finishes the inside top lining a fast light color, giving it that fresh and new appearance. Covers all stains and discolorations.

Dealers—If your jobbers cannot supply you, write to us direct for our liberal proposition

Auto Specialties Manufacturing Co.

Fort Erie, Canada

If interested tear out this page and place with letters to be answered.

FORD TRUCK WORM DRIVE
develops maximum driving power

Ford Truck

Sturdy, rugged, reliable and able to withstand the jolts of heavy loads on rough roads.

Quick to start and stop, and capable of being manoeuvred into any position.

Economical in initial cost, in repairs and in gas consumption.

Your Ford dealer will advise you as to the best type of body to suit your needs.

Ford Motor Company of Canada, Limited
Ford, Ontario

20

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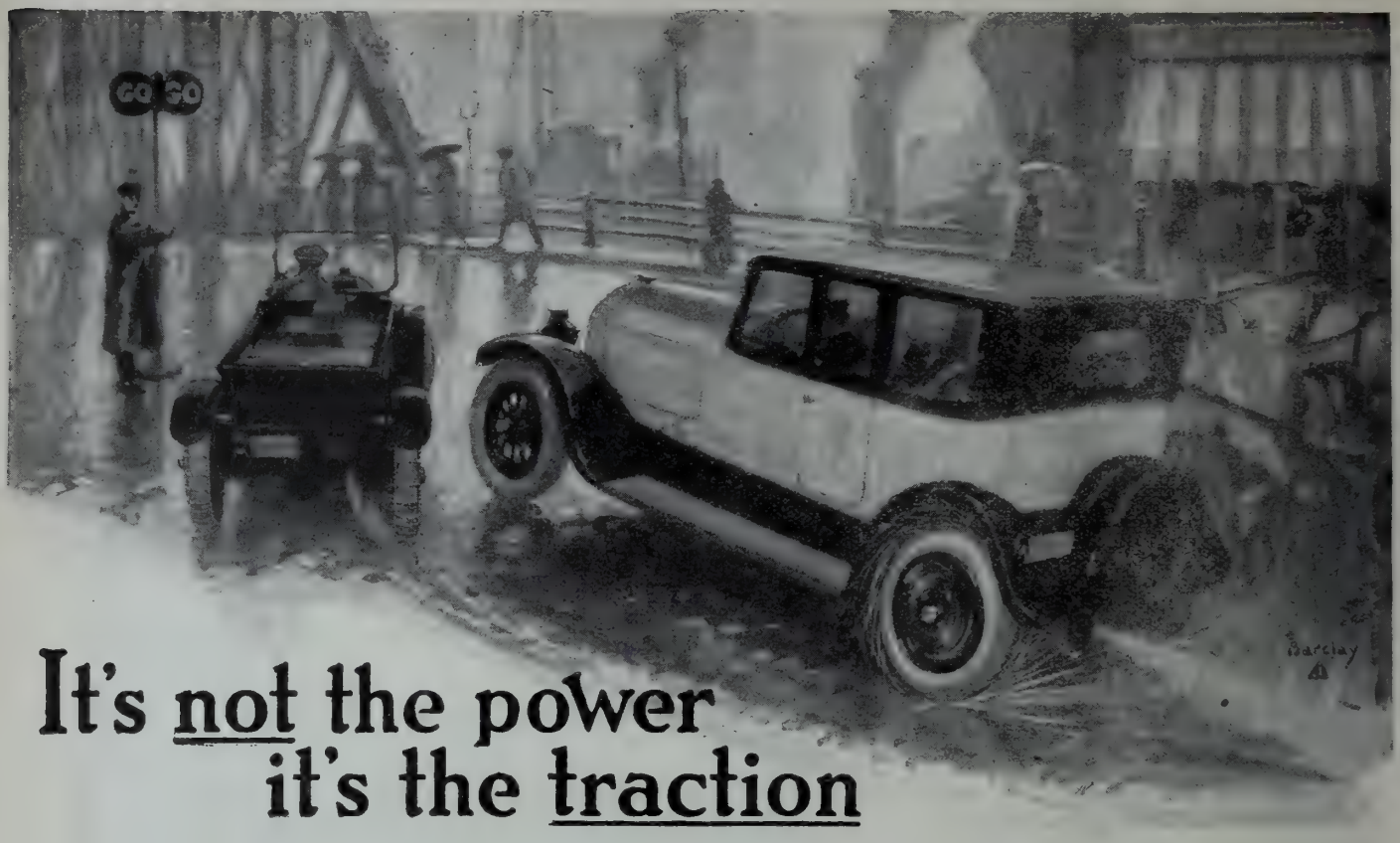


It's not the power it's the traction

Here's the Story—

The above illustration was suggested by a well known business man who was standing on the curb at the foot of a sharp incline leading to a bridge spanning a river.

The scene made such an impression upon him that he described it to us in detail and urged us to picture it in an ad so that all motorists might learn the lesson he got from it—***"to always put on Weed Tire Chains*** when the roads are wet and slippery."

"The bridge had just swung closed and the policeman had given the 'Go' signal. All the motor cars, motor trucks and wagons, a long line of them, started ahead, but right in front of me stood a big car—a beauty—which seemed to me to have as much power as a locomotive, but she didn't move a foot. *Stood like she was anchored,* and I judged the 'clutch was slipping' until I realized that all this time the rear wheels were 'spinning' on the cobble stones like a windmill.

"It surprised me to see a small-power delivery truck with a heavy load turn out and go by the big car and up the grade without any trouble. Then I noticed that the cars that were moving were equipped with Weed Chains while *the big car had nothing but slippery, bare tires.*

"Here was the driver of the big car, with all its tremendous power, standing still, wasting time and *wearing out his tires* spinning on a rough, uneven road. And when I thought of what those big 36x5 tires cost and how they were being ruined, *it taught me a lesson* I will never forget.

"In the past few years I have read over and over again how Weed Chains gave positive traction and *prevented slipping and skidding,* but I never saw it so vividly portrayed.

"If every motorist could see it in the same way, *not a single one would attempt to drive* on slippery streets or pavements without Weed Tire Chains."

We are glad to put our friend's story into print and hope the lesson will "strike home" to a lot of drivers who have been either careless or indifferent about using Weed Chains—one of the most important factors in sane motoring.

"Mr. Dealer: Write us for advertising material, also for names and addresses of nearest jobbers stocking Weed Tire Chains."

DOMINION CHAIN COMPANY, Ltd.

NIAGARA FALLS, ONTARIO, CANADA.

We manufacture a complete line of welded and weldless chains—all types, sizes and finishes—and every link will hold for the purpose intended.

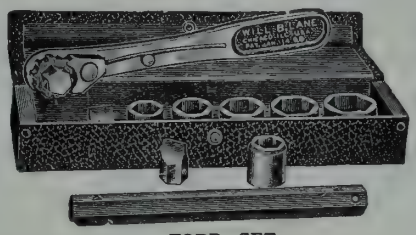
If interested tear out this page and place with letters to be answered.

Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.

SUPER-UNIQUE SET


FORD SET

STANDARD SET

OFF-SET RATCHET SCREW DRIVER

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.
A line that meets many requirements and presents unusual selling opportunities for the dealer.

Manufactured by

Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Illinois

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"Oil Cup"

"Ratchet"

"D"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

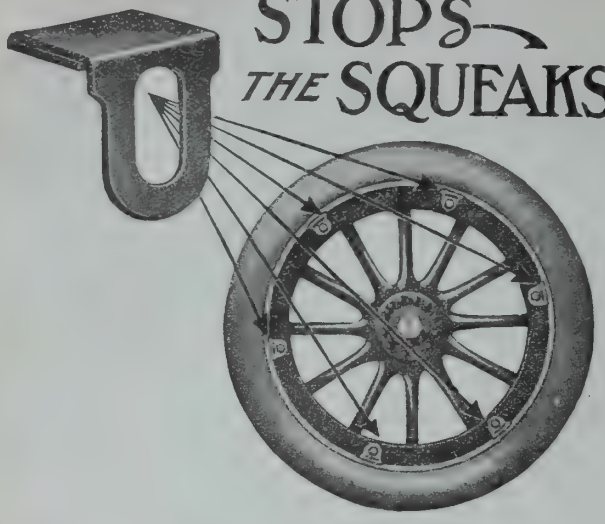
STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO



STOPS THE SQUEAKS

Hold Tight Wedge Plates

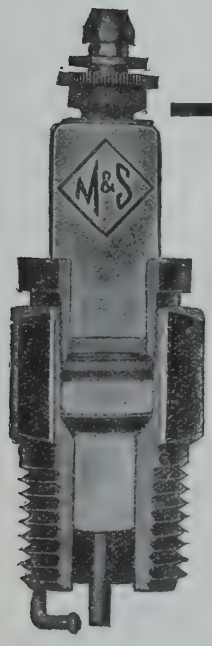
OWNERS—Have your repair man put them on your car when you are having it overhauled.

DEALERS—Use them in your shop and save the owners the price of a new wedge.

JOBBERS—Place your orders NOW.

Retail price 10c each, or $1.50 per box of 20. Packed in neat counter display cartons containing 12 boxes.

Ren Automotive Supply Mfg. Co.
PRESTON, ONT.



M&S

The Plug with the Hotter Spark

The ball point of the "M&S" plug creates a larger and hotter spark, causing more complete combustion. This hot spark will give your car new life and more power.

The three-in-one terminal is adapted to any style ignition wiring. The high-grade chemically glazed porcelains are interchangeable—one porcelain fits all plugs.

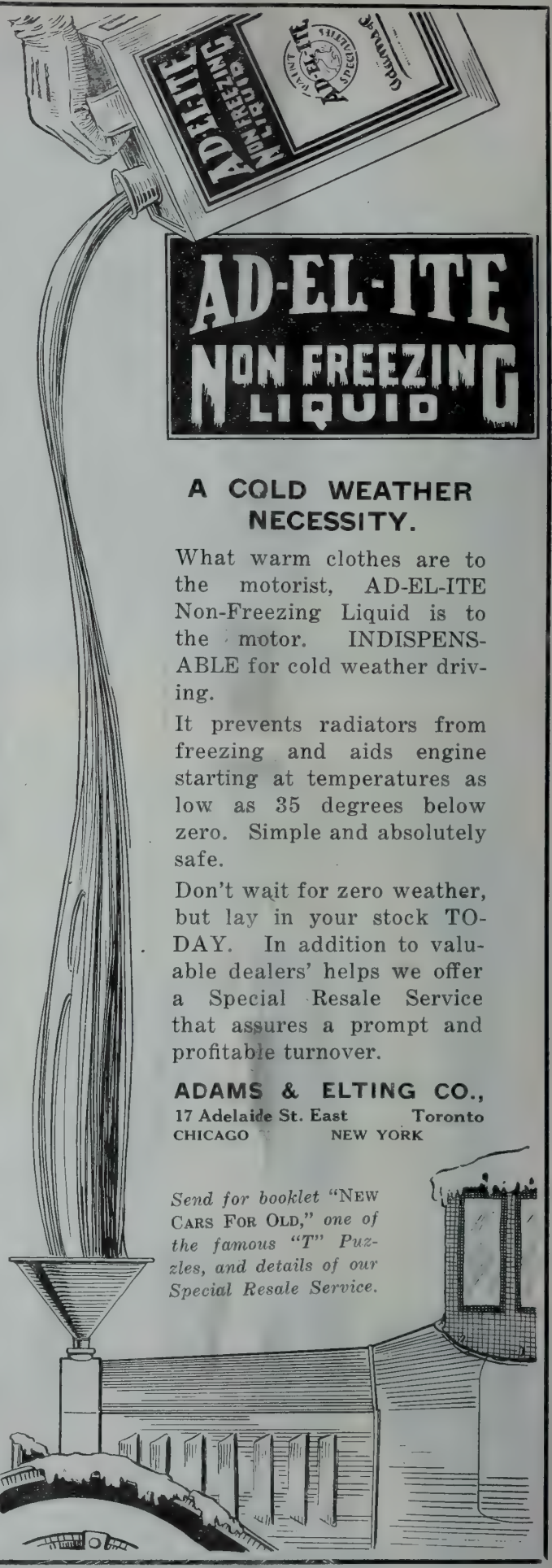
No.	Models
500	½" Standard
501	⅞" Standard
502	⅞" Long
503	⅞" Long with Chevrolet Terminal
506	½" Long
504	Regular Porcelain
505	Chevrolet Porcelain

Dealers—The "M&S" plug is standard equipment on the new Overland "4". Ask your jobber for them.

MACHINE & STAMPING CO., Ltd.,
1209 King St. West,
TORONTO

Commercial Dept.
Russell Motor Car Co., Ltd.,

26



AD-EL-ITE NON FREEZING LIQUID

A COLD WEATHER NECESSITY.

What warm clothes are to the motorist, AD-EL-ITE Non-Freezing Liquid is to the motor. INDISPENSABLE for cold weather driving.

It prevents radiators from freezing and aids engine starting at temperatures as low as 35 degrees below zero. Simple and absolutely safe.

Don't wait for zero weather, but lay in your stock TODAY. In addition to valuable dealers' helps we offer a Special Resale Service that assures a prompt and profitable turnover.

ADAMS & ELTING CO.,
17 Adelaide St. East Toronto
CHICAGO NEW YORK

Send for booklet "NEW CARS FOR OLD," *one of the famous "T" Puzzles, and details of our Special Resale Service.*

NORTHLAND SKI MANUFACTURING CO.

SKI, TOBOGGANS, SNOWSHOES and ACCESSORIES

Best Sellers Liberal Profits None Better Made

Order now for next season. ***Write for catalog and Price List.***

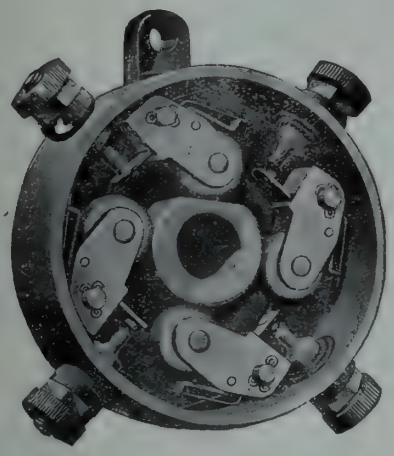
NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest Manufacturers of Ski in the World.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

A Double Duty Timer

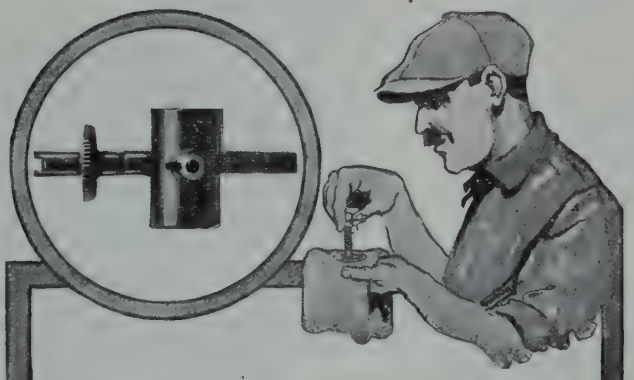


The magneto contact of the Duplex Timer gives to each cylinder a direct contact between two genuine Tungsten points, timed by the accuracy of the single roller. In the Duplex we have combined the accurate firing of the roller type, and the superior contact of the magneto, and give you the Double Duty Timer.

The only revolving part in the Duplex is a roller the same principle as the regular Ford assembly, but instead of a solid steel roller that must be oiled, and in so doing, further hinder the electrical contact, the Duplex roller is a double row enclosed type of ball bearing, with sufficient lubrication on assembly to last forever, making positive the elimination of the necessity of oil in the timer. No electrical current is carried through the roller, to cause electrical wear on its surface.

Write for particulars

Franco-British Supply Co.
Winnipeg Manitoba



First Aid to Damaged Valves

DON'T throw away the tube because the thread of the valve is injured. Repair it in a few minutes with this handy Schrader Universal 5 in 1 tool. It consists of: Tap, Die, Valve-inside Remover, Reamer, and Deflater. With it you can remove insides from valve stems, repair damaged cap threads, re-tap inside thread, ream damaged cap seat, deflate tubes. It will save you many dollars and yet costs only 45 cents anywhere in Canada.

Made in Canada by
A. SCHRADER'S SON, INC.
334 East King Street, Toronto
London, Eng., New York, Chicago

SCHRADER UNIVERSAL VALVE REPAIR TOOL

The easiest way to remove tires from split rims. Fits all types of cross cut demountable rims. Collapses, holds rim collapsed while changing and forces rim back on tire again.

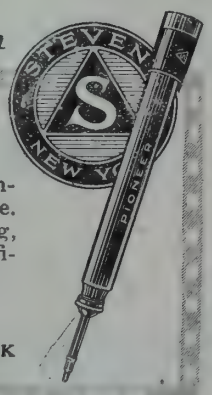
Price $6.00

Sold by

NORTHERN ELECTRIC CO., Ltd.

Montreal, Quebec, Toronto, Winnipeg, Calgary, Edmonton, Halifax, Ottawa, London, Regina

Pioneer Grease Gun



The Pioneer is the only gun with a patented swivel nozzle which turns in any direction as easily as your finger. Has combination tip for light oil and grease. Made of seamless steel tubing, brass finished. An unusually efficient gun.

Send for Catalog 35-MC.

STEVENS & COMPANY
375 BROADWAY NEW YORK

THERE ARE TWO FACTORS that determine the value of a publication as an advertising medium.

Editorial excellence will indicate its influence with its readers.

Membership in the Audit Bureau of Circulations indicates its business ethics and methods.

The first shows whether the paper is worth reading.

The second shows how many people read it.

In both the advertiser is vitally interested.

Hardware and Metal invites the closest scrutiny. Its A. B. C. report is accessible to advertisers. No other hardware paper in Canada has submitted its circulation records to the Audit Bureau of Circulations.

SOVEREIGN IRONS

SELLING an electric iron may be a commonplace occurrence—but, there are still plenty of housewives who have yet to break away from the traditions of their ancestors, and discard the old sad irons.

To a woman who has never owned an electric iron it is a specialty—and should be sold as such. Selling a "Sovereign" Iron paves the way for a series of sales. In fact it is a typical C.G.E. electric appliance, in which you can place explicit confidence.

MADE IN CANADA

Canadian General Electric Co., Limited

Head Office: TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested tear out this page and place with letters to be answered.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED — EXPERIENCED HARDWARE clerk of good appearance, single, with good education, to spend two months at Toronto and then go to Winnipeg branch of company. Give all details in letter to Box 31, Hardware and Metal.

HELP WANTED — GOOD TINSMITH, ONE willing to assist in hardware store when required. Box 96, Hardware and Metal.

MANAGER FOR PURCHASING DEPARTment retail hardware firm. Very good prospects for desirable person. State qualifications. Box 40, MacLean Publishing Co., Montreal.

WANTED

Salesman having established connection with the hardware trade, to sell a well-known line of Aluminum Kitchen Utensils on a commission basis in the following territory:

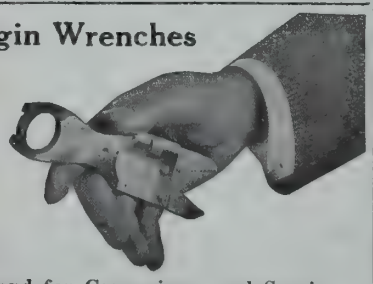
Manitoba
Alberta
Saskatchewan
British Columbia

Apply stating experience, etc., and how often territory is covered to Box 150, Hardware and Metal.

WANTED

WANTED—A SET OF 4 FOOT FORMING rollers, about 4 in. in diameter. W. H. Turnbull & Sons, Brantford.

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

FOR SALE

FOR SALE — CLEAN HARDWARE STOCK, about seven thousand. Town of nine hundred. Good farming district. Box 338, Hardware and Metal.

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

FOR SALE — 150 DOZEN STRAIGHT ASH shovel handles, suitable for snow shovel or socket shovel. $1.75 per dozen, f.o.b. Peterboro. C. G. Kingan, Peterboro, Ont.

FOR SALE—A SIX-FOOT TINSMITH'S ROLLer, $75. Wheeler & Bain, Toronto.

GOOD HARDWARE BUSINESS FOR SALE AT Castor, Alberta. Nice clean stock about $14,000. Fine large store and warehouse. Will give lease for three years. Good mixed farming district. Business established 1906. $6,000 will handle. For particulars write Farmers' Hardware, Limited, Castor, Alta.

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.

THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.

Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois U.S.A.

SITUATIONS WANTED

YOUNG MAN WITH BUSINESS EDUCATION and four years' experience clerking, two in hardware, desires steady position with retail store in Western Ontario. Box 318, Hardware and Metal.

PRACTICAL HARDWARE MAN WANTS TO purchase partnership in established business, B.C. or Alberta, ten to fifteen thousand dollars to invest.

Married man, good references, wants position as manager of retail hardware store, B.C. or Alberta. Apply Box 125, Hardware and Metal.

FACTORY MANAGER POSSESSING BROAD business training, thorough knowledge of French and English, conversant with efficiency methods, thoroughly experienced in employment and production problems, able to handle men advantageously, wishes to connect with growing concern manufacturing small parts, located in the Province of Quebec. Best of references. Address Box 330, Hardware and Metal.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

HARDWARE and METAL'S unique circulation as proven by the A B C Audit is due to 32 years of honest effort to give the retail trade the best possible service.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

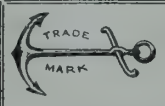
Quotations from
MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

Sash Weights Wall Washers

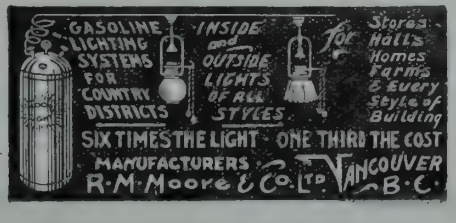
All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.



BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes. etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

Putty and White Lead

Quality Guaranteed Prices Right Let us Quote You

N. B. Prichard's Paint Works
The Dominion Metal Company, Limited
Sherbrooke, Que., Canada

CLIMAX PAPER BALERS

ALL STEEL — FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.
Hamilton, Ont.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

Northern Electric

Tape Splice

insist on these Brands

Northern SPECIAL
VICTOR NOR-EL-CO

Northern Electric Company
LIMITED

INDEX TO ADVERTISERS

Adams & Elting 138
Acme Waste Mfg. Co. 121
Aero Mfg. Co. 122
Aluminum Goods Mfg. Co. 91
Aluminum Ware Mfg. Co. 105
Arnett, Thos. Lewis 84
Ashdown Hardware Co., J. H. 83
Atkins & Co., E. C. 32
Auto Specialties Mfg. Co. 134

Banwell-Hoxie Wire Fence Co. 120
Barnett Co., G. & H. 29
Barrett Co., The 89
Barton Netting Co. 125
Beckley-Ralston Co. 134
Bemis & Call Hdwe. & Tool Co. 121
Berry Bros. 65
Bissell Carpet Sweeper Co. 16
Boeckh Co., Ltd., The 63
Brecken, Ltd., P. R. 84
Bridgeport Hardware Mfg. Co. 29
Brett Mfg. Co., Ltd. 84
British Smelting & Refining Co. 107
Brown & Sharpe Mfg. Co. 27
Burrows Mfg. Co. 114
Butterfield & Co. 28
Burgess-Norton Mfg. Co. 109

Calendar Mfg. Co., John 84
Cameron & Co. 118
Canadian Die Casting Co. 143
Can. Foundries & Forgings, Ltd. 124
Canada Metal Co. 71, 101
Canada Steel Goods Co., Ltd. 3
Canada Wire & Iron Goods Co. 121
Canadian Tube & Iron 125
Can. Potato Machinery 118
Can. Blower & Forge 32
Cane & Sons, William 115
Cannon Oiler Co. (successors to R. E. Bloomer) 118
Can. Fairbanks-Morse Co. 10
Can. Lamp & Stamping Co. 137
Canadian General Electric Co. 133, 141
Canadian Winkley Co., Ltd. 137
Canadian John Wood Mfg. Co. 121
Carter White Lead Co., Ltd. 119
Caverhill, Learmont & Co. 4
Chamberlain Desolvo Co. 121
Carswell, Morris & Co. 121
Champion Spark Plug Co. 131
Channel Chemical Co...Inside front cover
Chicago Spring Butt Co. 119
Clayton & Lambert 121
Corning Glass Works, Ltd. 26
Climax Baler Co. 143
Coghlin, Ltd., B. J. 118
Collette Mfg. Co. 118
Crane Limited 120
Crescent Co., The 118

Deco-Tint Co. 73
Davidson Mfg. Co., The Thos. 97
Diamond Saw & Stamping Works 143
Dominion Belting Co. 121
Disston, Henry & Sons 25, 108
Dominion Chain Co., Ltd. 136
Dominion Cartridge Co. 34
Dominion Metal Co. 143
Dominion Steel Metal Corp. 77
Doon Twines, Ltd. 143
Dorken Bros., Ltd. 104
Dowswell, Lees & Co. 14
Dunlop Tire & Rubber Co. 129

Eddy Co., E. B. 15
Ellis & Sons, Fred. 122
Eureka Planter Co. 65

Ford Motor Car Co. of Canada 135
Franco-British Supply Co. 139

Gendron Mfg. Co. 116
Geneva Cutlery Co., Ltd. 17
Gipe-Hazard Co. Ltd. 120
Glidden Co., The 67
Graham Nail Works, The 97
Great Western Smelting & Refining Co. 120
Goodell-Pratt Co. 19
Greening Wire Co., Ltd., B. 33
Greb Co., The 143
Greenfield Tap & Die Corp. 11
Guelph Spring & Axle Co. 143
Gurney Foundry Co. 36
Gutta Percha & Rubber Co. 132

Hamilton Gas Mantle Co. 120
Hamilton Cotton Co. 115
Hamilton Tar & Ammonia Co. 93
Hamilton Stamp & Stencil Works 143
Hamilton Stove & Heater Co. 6
Hobbs Mfg. Co., Ltd. 79
Hoyt Metal Co. 118
Hanson, J. H. 20-21
Hurtubise Ltd. 116
Hutton & Co., James 120

Imperial Oil, Ltd. 127
Ingersoll File Co., Ltd. 71

Jardine & Co., A. B. 107
Jennings Mfg. Co., Russell 143

Katie Foundry Co. 124
K. P. Products Co. 139
Kent, Garvin & Co. 120
Kinread, R. R. 84
Kinzinger, Bruce & Co. 143
Korn Razor Co., Geo. W. 104

Laidlaw Bale Tie Co. 107
Lamplough & Co., F. W. 117
Landers, Frary & Clark 2
Lane, Will B., Unique Tool Co. 137
London Rolling Mill Co. 117
Ludgate, Ryder & Thomas Co. 116
Lufkin Rule Co. of Can., Ltd. 144

Macfarlane, A., & Co. 23
MacNeils Liquid Wax Co. 120
Mab Company, The 116
Machine & Stamping Co. 138
Manning, Hinton & Brissenden 143
Magnet Metal & Foundry Co. 84
McArthur & Co., Alex. 97
Martin & Co., The L. 111
McDougall & Co., R. 111
Meakins & Sons 99
Mica Co. of Canada 143
Ministry of Munitions 87
Millers Falls Co. 12-13
Montreal Rolling Mill Co. 110
Morris, Carswell & Co. 121
Moore & Co., Ltd., Benjamin 61
Moore & Co., Ltd., R. M. 143
Morrison Brass Mfg. Co., Jas. 125
Myers & Bros., F. E. 117

National Cash Register Co. 22
Nagle Mfg. Co., H. 30
Niagara Falls Metal Stamp'g Works 30
Nicholson File Co. 123
New Standard Hardware Works 101
Northern Bolt, Screw & Wire Co., Ltd. 30
Northern Electric Co. 130, 143
Northland Ski Co. 139
Nova Scotia Steel & Coal Co. 117
North Star Oil Co. 119

Oakey & Sons, Ltd., John 126
Oneida Community, Ltd. ...Back cover
O-Rib-O Mfg. Co. 84
Ottawa Paint Works, Ltd. ..... Inside back cover
Owen Sound Wire Fence Co., Ltd. 143
Owl Metal Co., Ltd. 84

Parmenter, Bulloch & Co. 30
Pink Co., Thos. 114
Plymouth Cordage Co. 5
Prairie City Oil Co., Ltd. 84
Pratt & Lambert 69
Progressive Mfg. Co. 139

Rajah Mintg Supply Co., Ltd. 128
Rex Import Co. 114
Ren Automotive Supply Mfg. Co. 136
Ramsay & Son Co., A. ....Front cover
Reed & Co., Geo. W. 111
Rice Lewis & Son, Ltd. 1
Rideau Specialty Co. 143
Rock Island Mfg. Co. 111
Rogers, Wm. A., Mfg. Co. 18
Rogers & Son, Henry 126

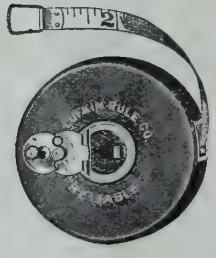
Sand Sons, J. 126
Schultz Mfg. Co., Ltd. 123
Schrader & Son, A. 109
Saskatchewan Glass Co. 85
Sanderson-Harold 126
Simonds Canada Saw Co. 119
Shurly Co., T. F. 113
Shurly, Dietrich Co. 115
Simms & Co., T. S. 75
Slater & Barnard, Ltd. 106
Stanley Rule & Level Co. 24
Stanley Works, The 29
Starrett Co., L. S. 8
Steel Company of Canada 9
Star Mfg. Co. 118
Stephens Co., G. F. 81
Stevens Company 139
Still Mfg. Co., J. H. 113

Trees & Co., Samuel 110
Trimont Mfg. Co. 114
Turner & Sons, J. J. 126
Taylor-Forbes Co., Ltd. 109
Toronto Plate Glass Import Co. 79
Trees & Co., Samuel 110
Trimont Mfg. Co. 114
Turner & Sons, J. J. 123

Union Iron & Metal Co. 118
United States Sand Paper Co. 113
United Brass Founders & Engineers, Ltd. 31

Vol-Peek Mfg. Co. 30

Wakyte Mfg. Co. 85
Want Ad. Page 142
Warren Tool & Forge Co. 126
Ward & Smith 117
Wheeler & Bain 112
Whittal Can. Co., Ltd., A. R. 112
Wickware, W. H. 126
Whitman & Barnes Mfg. Co. 103
Wilckes-Martin-Wilckes 143
Wilkinson & Kompass 126
Wilt Twist Drill Co. of Canada, Ltd. 7
Woods Mfg. Co. 115
Woods & Co., Walter 112
Wrought Washer Mfg. Co. 112



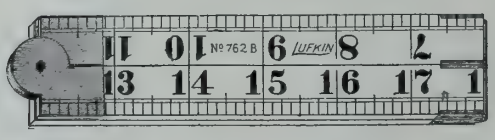
LUFKIN

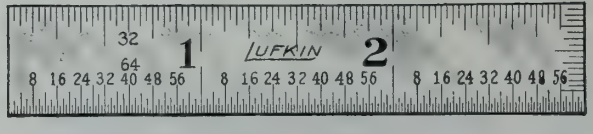
Tapes and Rules

MADE IN CANADA

RELIABLE PROGRESSIVE LINES

RECOGNIZED STANDARD—SELL WELL





THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

Trade Mark Registered

O. P. W. is a leader—
whether
For making sales
Or withstanding weather.
It leads the way,
All dealers say,
For sales and service—any
day!

"Save the surface and you save all" Paint & Varnish

"Paints and Varnishes for Every Purpose"

Inside Decoration Makes Paint Sales

To-day, progressive merchants have become thoroughly alive to the fact that the sales of the Paint and Varnish Department are independent of the calendar. Paints and Varnishes are no longer regarded as "seasonable" goods. Educational advertising copy has freed consumers of this old-fashioned notion. Alert dealers now concentrate on the sale of inside paints and finishes as soon as cold weather prevents outside painting.

Are you preparing for inside sales? Are you prepared with a stock that enables you to recommend and hand over the counter the right O. P. W. product for every inside requirement? Have You: Indestructo Varnish, Jas-per-ite and Jas-per-lac Specialties and all the other quick-selling, serviceable O. P. W. Products for interior decoration?

O.P.W. for Covering, Spreading and Lasting

Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

COMMUNITY PLATE

Take Full Advantage of Community Week

During the week of Nov. 6 to 13—Community Week—every housewife will be more interested than usual in COMMUNITY PLATE.

This is your opportunity to do a big business in all the Community pieces.

Every woman in Canada is being told through our national newspaper advertising that she will find COMMUNITY PLATE on display at the better shops. Your customers will expect to be able to select what they need from your showcases.

Let the people in your town know they can inspect Community at your shop.

To help you do this, an attractive window display which has been prepared for your use, will be sent on request.

Get full benefit from Community Week. The opportunity is unusual.

Oneida Community, Limited, Niagara Falls, Ontario

Also Makers of Oneida Community PAR PLATE

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 41 THE MACLEAN PUBLISHING COMPANY, LIMITED OCTOBER 9, 1920
PUBLICATION OFFICE : TORONTO, CANADA

FILE COPY FILE COPY

PAINTS VARNISHES

"Save the surface and you save all" *Paint & Varnish*

COLORS IN OIL AND JAPAN

GLOSS AND FLAT ENAMELS

STAINS FILLERS AND DRY COLORS

AUTOMOBILE AND CARRIAGE COLOR VARNISHES

A BEAUTIFYING PROTECTOR FOR EVERYTHING UNDER THE SUN

Manufactured by

R. C. JAMIESON & CO., LIMITED

Established 1858

OWNING AND OPERATING P. D. DODS & CO., LIMITED

Calgary MONTREAL Vancouver

"Movie" of a One-Gross Order of Aladdin Dye Soap

Act 1, Scene 1

A progressive dealer who has been asked for Aladdin Dye Soap a number of times decides to order a gross.

'Phones the wholesaler to send one gross (and include the Revolving Display Stand as offered with the gross FREE).

Order delivered. He unpacks stand (says to himself, "It's a beauty"). Fills it up with Aladdin's 18 assorted colors and puts it on the counter.

Act 2, Scene 1

Customer enters, who has seen the big space newspaper advertisements telling about Aladdin in an unusual and attractive way.

Customer sees Display Stand of Aladdin on counter. Turns it. Selects the colors she wants. Says she will try them; if she likes them, will come back tomorrow.

Such is a moving picture of an order of Aladdin Dye Soap.

It's brought right in, turned around, and quickly sold out again.

P.S.—Ten days later the same customer comes in and buys four more cakes of Aladdin. Says she likes to keep them handy in the house.

Channell Chemical Company Limited, Toronto

Makers of O-Cedar Products **Distributors of Aladdin Dye Soap**

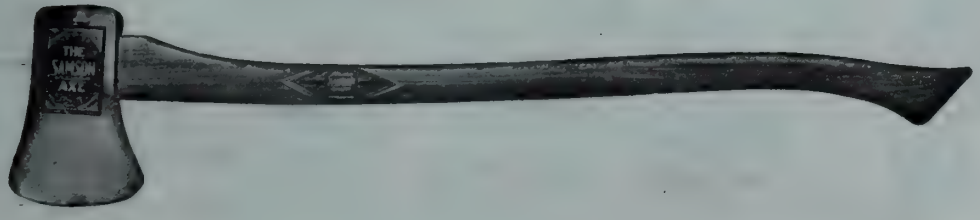
HARDWARE AND METAL, October 9, 1920. Volume XXXII., No. 41. Published every Saturday at Toronto. Yearly subscription price, $4.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

HOWLAND'S
SAMSON
(TRADE MARK REGISTERED)
QUALITY
H.S. HOWLAND SONS & CO. LIMITED
TORONTO

Your Guarantee of Hardware Quality

The "Samson" trade mark on Roofing, Axes, Farm Tools, etc., identifies their quality at a glance and guarantees the excellence of each article. It insures your getting a product that is pre-eminent in durability, one that it will be a pleasure to recommend to your customers, not only on account of its immediate suggestion of high quality, but because it is our mark of assurance that there is the same fine quality in each.

H. S. Howland, Sons & Co., Limited
TORONTO



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UNIVERSAL

"The Trade Mark known in Every Home"

Home Needs

Why I Do Not Dread Housework

The woman with complete equipment of UNIVERSAL Home Needs doesn't dread housework, because there is none to dread. She tackles the housework, puts it through and sings her joyous whoop-sey-do.

The sweetest music to the dealer's ears is the ring of the cash register. With a well rounded stock of UNIVERSAL Appliances you can keep your register ringing loudly and continuously during the holidays.

The housewife will soon intimate to her husband that she would like something "Universal" for Christmas. If he doesn't take the hint she will buy what she wants and attach a card bearing "Merry Xmas from Hubby" written in her own hand. Stock UNIVERSAL lines for Christmas trade and play them up in your displays. Their designs and finishes will lure the eye—their quality and usefulness will open purses.

Canadian Representative:

Montreal **A. MACFARLANE & CO., LTD.** **Quebec**

LANDERS, FRARY & CLARK, New Britain, Conn.

"UNIVERSAL Household Labor-Saver's"

Hatch Garage Door Outfits

Canada Will Possess a Total of 500,000 Autos in 1920: Every Automobile Must Be Housed

Records show that the number of automobiles in Canada has doubled about every two years. There is every indication that this will continue for some years. Your market for Garage Hardware is assured. Hatch Garage Door Outfits are sensible, practical and made with exacting care. They are exceptionally easy to apply and full directions are packed with each set. Slamming and sagging of the doors is impossible and snow and ice cannot interfere with their working easily and reliably.

The Hatch set is easy to sell and profitable.

The Set Includes:

3—*Special Swivel Door Rollers*, 22 *Feet of Track*, 3—*Paris Special Garage Door Hinges*, 3—*Stay Rollers (Floor Guides)*, 2—*Extra Heavy Garage Door Handles*, 1—*Safety Hasp (For Fastening Doors Outside)*, 1—*Hook and Eye (For Hooking Back Swinging Section Inside)*.

The track comes in separate bundles—2 eight-foot and 1 six-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

Canada Steel Goods Co., Limited

Hamilton, Canada

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BLACKHAWK

QUALITY SERVICE FINISH

RUST-PROOF WRENCHES

A-1

Combination Set No. 10

BLACKHAWK WRENCHES are carefully designed and constructed, being machine turned to insure accurate fit. They give that better service appreciated by car owners and garage men, which in turn means more sales for jobbers and dealers.

The Blackhawk line includes a wrench for every need, each tool made of dependable materials, finished by the Parker rust-proof process and guaranteed.

Sell wrenches by name. Get your trade to call for "Blackhawk." It pays.

Write for catalog and prices.

Manufacturers: We make wrenches according to specification.

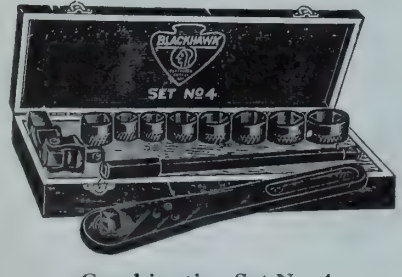
AMERICAN GRINDER MFG. CO.

MILWAUKEE, WIS.

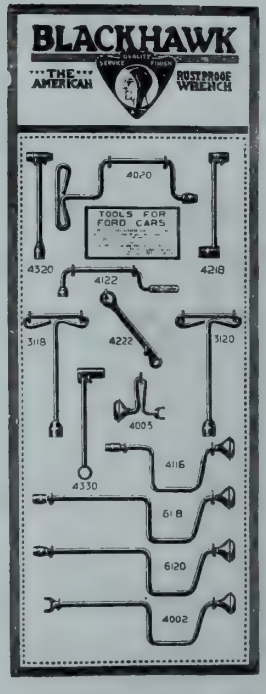
Canadian Sales Agents:

A. H. FRASER & CO., 501 Confederation Life Bldg., Winnipeg, Man.

Combination Set No. 8



Combination Set No. 4



Display Board No. 400 for Fords

Combination Set No. 6

Combination Set No. 2

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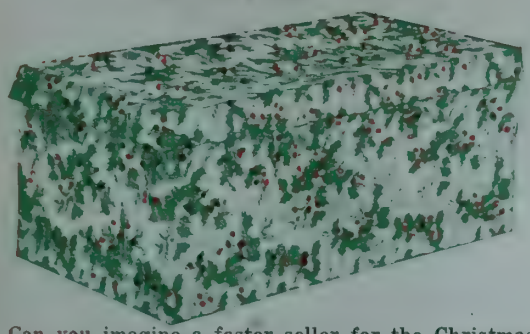
Registered

MOST DURABLE

Trade Mark—Made in Canada



FOR CHRISTMAS TRADE

"DURO"

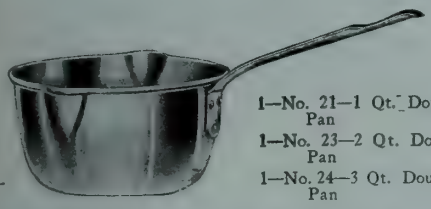
ALUMINUM WARE

IN ATTRACTIVE HOLLY BOXES

Can you imagine a faster seller for the Christmas trade than these specially selected sets of "Duro" Aluminum Kitchen Utensils put up in attractive holly boxes?
The mere novelty of it will alone make many quick sales apart from the fact that these sets will make a useful yet inexpensive gift.
The name "Duro" stamped on every piece is your absolute assurance of quality as to material and workmanship.

PLACE YOUR ORDER AT ONCE OTHERWISE WE CANNOT GUARANTEE DELIVERY

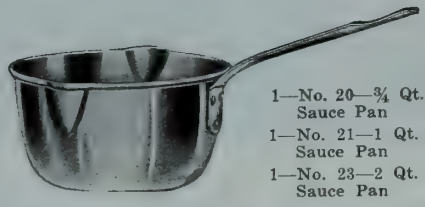
Set No. 1. Price $4 per set.



Contains 3 Sauce Pans

1—No. 21—1 Qt. Double Lipped Sauce Pan
1—No. 23—2 Qt. Double Lipped Sauce Pan
1—No. 24—3 Qt. Double Lipped Sauce Pan

Set No. 2. Price $2.85 per set.



1—No. 20—¾ Qt. Double Lipped Sauce Pan
1—No. 21—1 Qt. Double Lipped Sauce Pan
1—No. 23—2 Qt. Double Lipped Sauce Pan

Set No. 3. Contains 5 Bowls. Price $2.65 per set

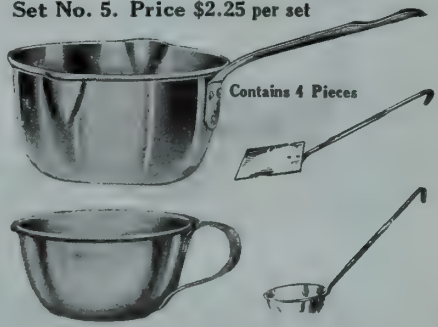
Diam. 4 5¼ 6 6½ 7¼

Set No. 6. Each $4.50

No. 99 Casserole — 3 Qt. Aluminum Insert. Alum'm Cover

Set No. 4. Price $5 per set.
1—No. 32—5 Qt. Preserving Kettle
1—No. 21—1 Qt. Double Lipped Sauce Pan
1—No. 52—2 Qt. Pudding Pan
1—No. 60—10 Inch Pie Plate

Set No. 5. Price $2.25 per set



Contains 4 Pieces

1—No. 22—1½ Qt. Double Lipped Sauce Pan
1—No. 46—Cake Turner
1—No. 40—½ Pint Ladle
1—No. 66—½ Pint Cup

LIBERAL DEALER'S DISCOUNT OFF ABOVE PRICES

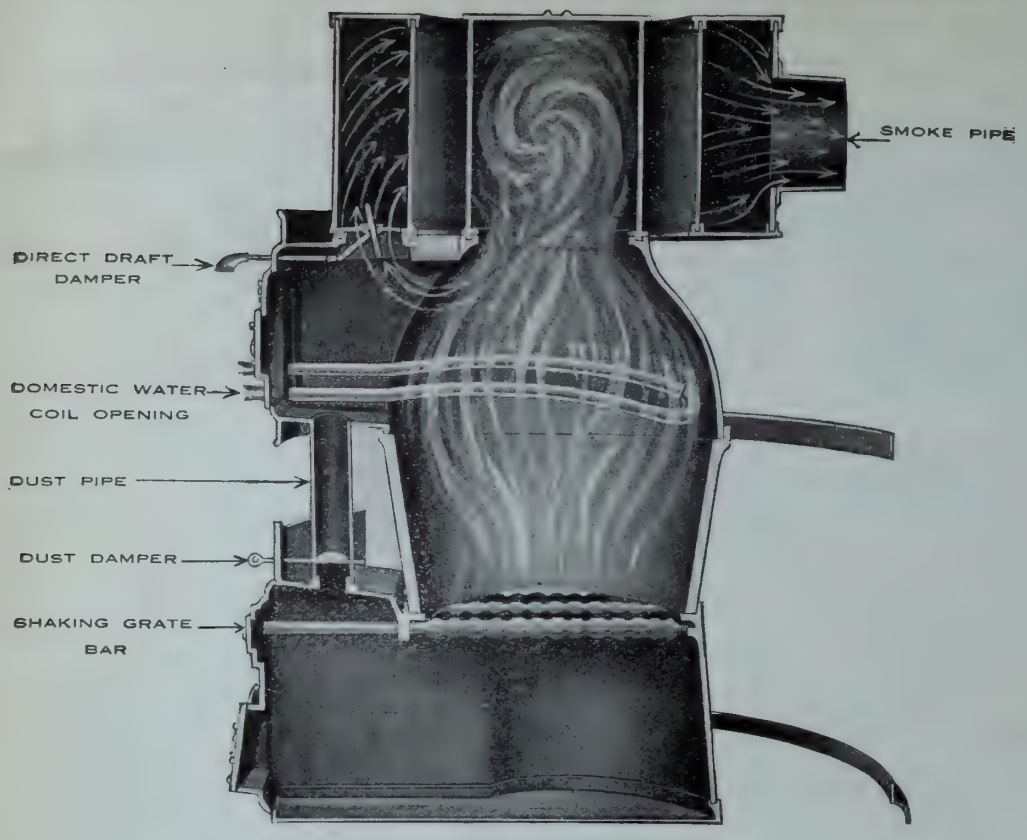
DURO — Manufactured by — YOUR JOBBER CAN SUPPLY YOU — ALUMINUM

W. D. Shambrook & Co.

HAMILTON, ONT.

Representatives:

A. T. CHAMBERS, Vancouver
L. T. WALLS SALES LTD., Winnipeg
RUPERT M. WATSON, Montreal.
ARMSTRONG & PATTERSON, St. John, N.B.



Write us for Agency in your Town.

You can make good profit and quick sales handling Souvenirs.

THE SOUVENIR FURNACE

WARM AIR

Burns Coal or Wood

Designed to properly warm small and medium-sized houses at a moderate cost.

Made in two sizes: 18 and 20 inch Firepots.

The firepots in this furnace are made of one piece. They are corrugated, and are extra heavy. In fact we guarantee to replace the firepot if any defect is found within five years from date of installation. The Souvenir is particularly suitable for small houses, being low down in construction so that they can be set to good advantage in low cellars.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:

F. C. Moore	134½ Higgins Ave.	Winnipeg
W. C. Chester	Hamilton Street	Vancouver

WILT

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS

Sell Wilt Tools

and satisfy the consumers' demand. Wilt High Speed and Carbon Twist Drills, Reamers and Milling Cutters are made with exacting precision of the very best materials obtainable and highest class workmanship. Our special Reamers for Ford cars are an important essential to your accessory department and embody the same superior qualities as all other Wilt Tools. Dealers find Wilt products a profitable line to sell because of the constantly increasing demand.

Ask your dealer or write direct for our catalogue "C."

Trade WILT Mark

"Where There's a WILT There's the Way."

Wilt Twist Drill Company Of Canada, Limited

Walkerville - Ontario

QUALITY

Quality Electrical Merchandise

A House is judged by the quality of the goods it sells

Consider These

Northern Electric

Builders of Reputations

Batteries	Insulators
Bells - Buzzers	Annunciators
Bryant Wiring Devices	Pole Line Hardware
R. Thomas & Sons' Porcelains	Sockets and Receptacles
Thomas & Bett's Material	Line Construction Material
Flexible Conduit	Square D Boxes
Iron Conduit	Steel Strand
Condulets	Wiremold
Knife Switches	Lamp Guards
Fuses	Lamps

Sockets

and many others

It pays to stock Northern Electric Quality Electrical Supplies—the complete line—distributed by the largest Electrical House in Canada—"Makers of the Nation's Telephones"—with branches located in thirteen of Canada's largest cities.

Write the one nearest you.

Northern Electric Company

LIMITED

Montreal Halifax Toronto London Winnipeg Calgary Vancouver
Quebec Ottawa Hamilton Windsor Regina Edmonton

If interested tear out this page and place with letters to be answered.

Healthy Sales

—Not only in volume; but because with each sale you sell Health!

Intensely human in its appeal, our Fall Vacuum Cleaner advertising emphasizes the necessity of the Vacuum Cleaner in the modern home as the safeguard from germ-laden dust and dirt.

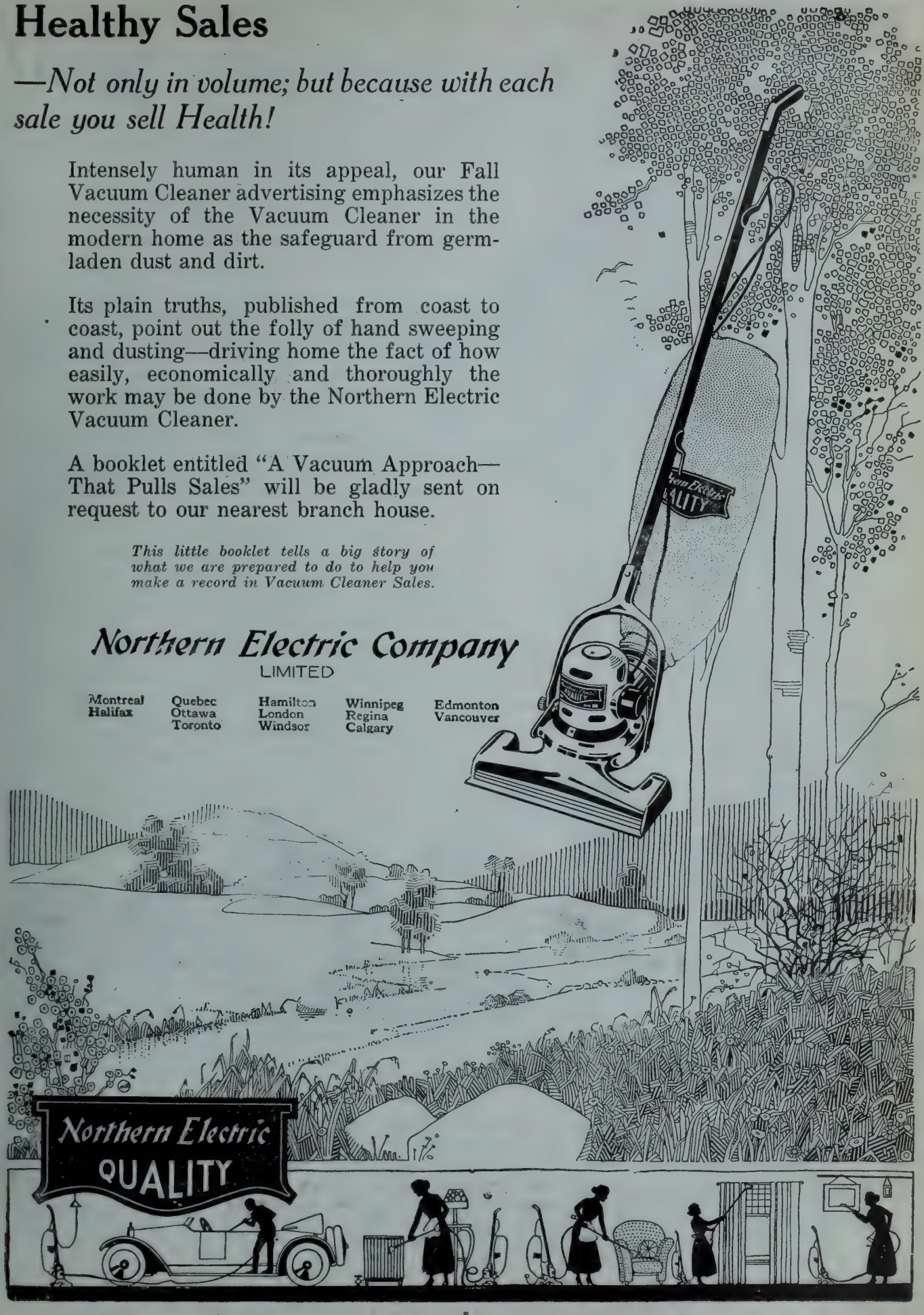
Its plain truths, published from coast to coast, point out the folly of hand sweeping and dusting—driving home the fact of how easily, economically and thoroughly the work may be done by the Northern Electric Vacuum Cleaner.

A booklet entitled "A Vacuum Approach—That Pulls Sales" will be gladly sent on request to our nearest branch house.

This little booklet tells a big story of what we are prepared to do to help you make a record in Vacuum Cleaner Sales.

Northern Electric Company
LIMITED

Montreal	Quebec	Hamilton	Winnipeg	Edmonton
Halifax	Ottawa	London	Regina	Vancouver
	Toronto	Windsor	Calgary	



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Concealed Contacts and T-T Slots are *exclusively* HUBBELL

*" * * tandem or parallel * * the caps may be fresh from the dealers' shelves or purchased a decade ago — yet they fit, because the Hubbell Line has always been standard."*

The T-T Slots are a Hubbell invention.

Based upon Hubbell consistent standardization for the past fifteen years, this exclusive feature keeps good faith with the jobber, the dealer, and the consumer, for it widens, and does not restrict, the scope of Hubbell utility.

Each T-shaped opening incorporates a tandem and parallel slots just wide enough to admit a cap blade. These blades may be tandem, parallel, or polarized; the caps may be fresh from the dealers' shelves, or purchased a decade ago—yet they *fit*. Because the Hubbell Line has always been standard.

Passing through the narrow T-T Slots the blades are gripped by strong phosphor bronze contact springs. Sputtering, weak connections are impossible, for these springs grip and lock fast to *both sides* of each blade.

Each spring is secured in its own chamber. A solid wall of porcelain or other dielectric material surrounds it. Any spark at make or break cannot cause short-circuiting or reach the open air, for the contacts are *enclosed.*

All these features are exclusively *HUBBELL.*

Ask your jobber--or us

HARVEY HUBBELL COMPANY

OF CANADA LIMITED

ELECTRICAL SPECIALTIES

TORONTO CANADA

HUBBELL REG. CAN. PAT. OFF.

T2243

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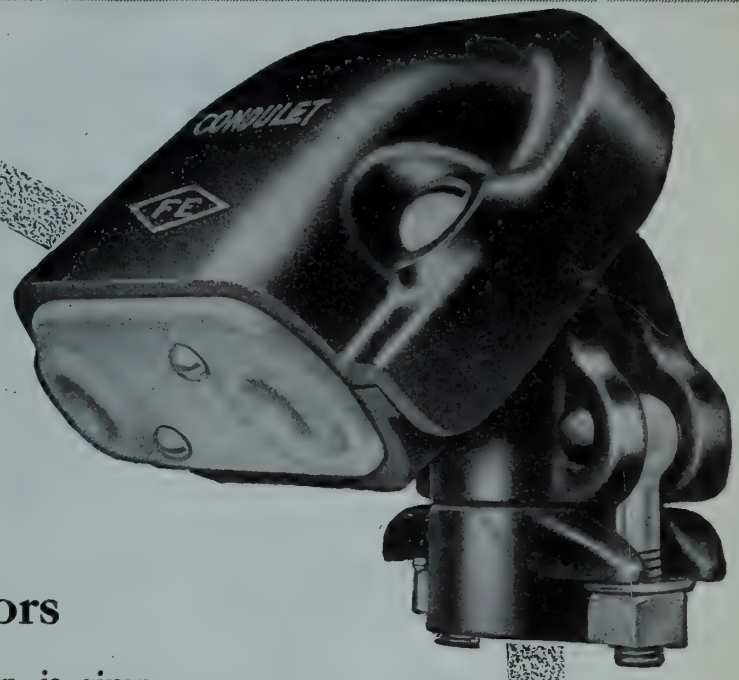
CONDULETS



FE CONDULET
The inclined hood of this Condulet so guides the wires that a natural drip loop is formed.

An Ideal Outlet for Large Conductors

UNLESS careful consideration is given where wires enter into or immerge from conduit, electrical troubles follow.

For outdoor installations the FE Condulet is ideal. It is constructed so as to prevent the entrance of water in the conduit system and the abrasion of insulation.

A removable hub and top facilitates the installation of the Condulet on the conduit and makes pulling of large conductors easy.

Send for Condulet catalog.

CROUSE-HINDS COMPANY
of Canada, Limited
TORONTO, ONTARIO, CANADA

Condulets Panelboards
Knife Switches Floodlights
Guy Anchors

1567

Condulet the Job

CROUSE-HINDS

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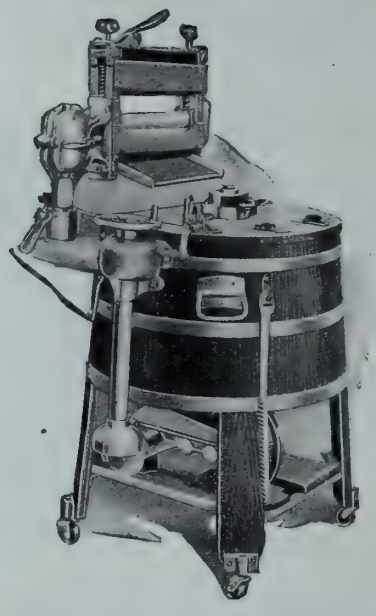
ASSURED PROFITS WITH THE

Connor Perfection Electric Washer



Just consider these points of superiority and every one is important:

Four full swivel castors with wide tread which will not mark any floor.
Stave leg built into tub, assuring absolutely rigid construction.
Tub made of extra heavy selected cypress, built to last a life time.
Best quality rubber rolls 12″ wide, giving generous wringing surface.
Swinging wringer which will lock in any position, equipped with large reversible water board.
Safety device to separate rolls.
All gearings covered.
Endless "V" Belt underneath the tub and out of the way.
Equipped with belt tightener.
Cover opens away from front of wringer, and gives free access to rolls.

We have on fyle most of the information of the characteristics of the lighting currents from which these machines are run; however, to avoid error, it is just as well to state this when ordering.

Machines supplied as standard equipment with the following motors:—

25 cycle, 110 Volt A. C. Motors.
30 cycle, 110 Volt A. C. Motors.
60 cycle, 110 Volt A. C. Motors.
32 Volt D. C. Motors.
110 Volt D. C. Motors.

Shipments made from nearest point:
Ottawa, Ont.
London, Ont.
Winnipeg, Man.
Address us at Ottawa, Ont.
For British Columbia, address McPherson & Teetzel Co., Vancouver, B.C.

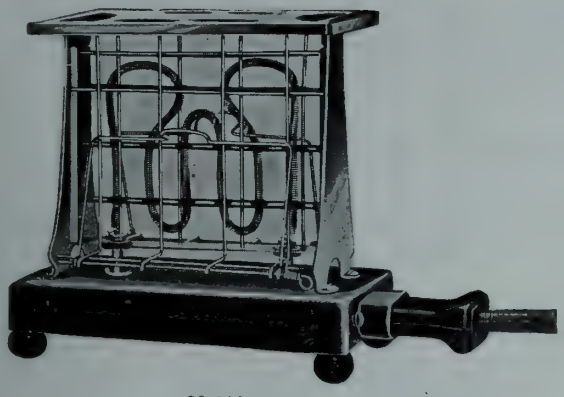
J. H. CONNOR & SON, LTD.

OTTAWA, ONT.

If interested tear out this page and place with letters to be answered.

J.C. TOASTERS

Save You Time--Consequently Money



N 610

W 600

MR. DEALER:

Do your customers bring in a toaster for repair and want it right away—just when you are busy, too? On account of it being a fiddling job, tearing down the whole works just to renew the element, it is placed on the shelf and consequently forgotten.

Why not make yourself and your customer happy by getting rid of the job as soon as it is received? You can do this with J. C. Toasters. The heating element can be replaced right on the counter, and in less than two minutes your customer has left, taking his toaster with him. In this way you have made another satisfied and boosting friend.

J. C. Renewable Heating Element in All J. C. Toasters

WRITE FOR PAMPHLET AND PRICES

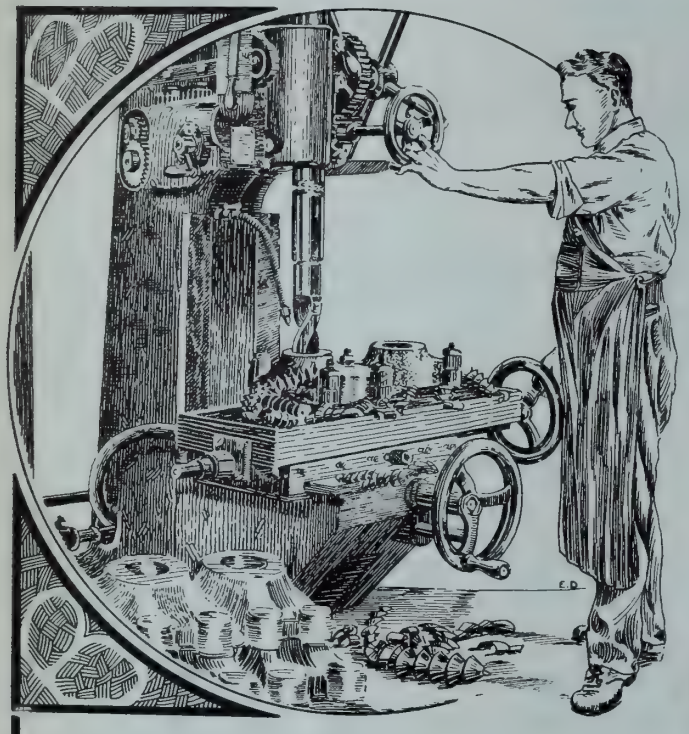
Made in Canada
by

Clemens Electrical Corporation of Canada, *Limited*

Hamilton, Canada

If interested tear out this page and place with letters to be answered.

BUTTERFIELD



The tools that mean more pieces of work

accurately turned out each working day

That's Why They Sell Well!

In stocking, displaying and selling Butterfield drills, taps, dies, reamers, milling and gear cutters you are offering tools that have had an established reputation with mechanical men for 40 years. You have no introducing or explaining to do. The superiority of Butterfield tools is known and admitted.

Their precision, fast cutting and ability to stand up to the work is widely known.

Display them and they sell.

Foreign Representatives:

Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.

Butterfield & Company, Division

Union Twist Drill Company

Rock Island, Que.

If interested tear out this page and place with letters to be answered.

Story for Week Dated October 9, 1920 | Hull in 1851 | Being No. 26 in the Series

The Home of the E. B. Eddy Co.'s Giant Sulphite Pulp Digester

Every visitor to Ottawa and Hull knows the appearance of this great square stone tower which, like a massive castle keep, looks out over the Ottawa River and watches the long tows of logs arrive for the Eddy Plant. Inside this tall tower there is placed in an upright position the Eddy Company's giant sulphite pulp digester. The big digester is made of steel plate one inch thick, and the whole great boiler is forty-seven feet tall and fifteen feet in diameter. The same process of "cooking" the chips is carried on in this digester as takes place in the smaller ones you read of last week, but this digester is "blown off" instead of shovelled out when the cooking is complete. The tower in the picture is 112 feet high, and its walls at the base are four feet thick. It is a veritable Castle of Industry.

Helping You Sell It with Eddy Company Advertising

The Eddy Company's Advertising Is but One Item of its Service to Dealers

CONCENTRATE!

Would you rather carry one hundred articles in stock and turn them once a year—or ten, and turn them ten times a season? Answer—obvious.

Apply the principle to your stock of shotgun shells. *Concentrate* your stock on the loads listed below. We know from long experience that these loads meet every requirement and give perfect satisfaction. (They are for 12-gauge guns.)

	DUPONT SMOKELESS Drams	BALL STITE SMOKELESS Grains	DUPONT BLACK Drams	OUNCES Shot	SIZES Shot
Large Ducks	3, 3¼ or 3½	24, 26 or 28	3½	1⅛ or 1¼	4, 5, 6 or 7
Small and Medium Ducks	3, 3¼ or 3½	24, 26 or 28	3½	1⅛ or 1¼	5, 6, 7 or 8
Grouse, Partridge, Prairie Chicken	3 or 3¼	24 or 26	3¼	1⅛	6, 7 or 7½
Pheasants	3	24	3¼	1⅛	5, 6, 7 or 7½
Geese	3½	28	3½	1⅛	4, 3, 2, 1, or BB
Wild Turkey	3½	28	3½	1⅛	4, 3, 2 or 1
Squirrel, Rabbits	3	24	3¼	1⅛	6 or 7
Doves, Pigeons	3 or 3¼	24 or 26	3¼	1⅛	6, 7 or 8
Quail	3 or 3¼	24 or 26	3¼	1 or 1⅛	7½, 8 or 9
Snipe, Woodcock	2¾ or 3	22 or 24	3	1 or 1⅛	8, 9 or 10
Shore Birds	2¾ or 3	22 or 24	3	1 or 1⅛	8, 9 or 10
Sora Rail	2¾ or 3	22 or 24	3	1 or 1⅛	8, 9 or 10
Trap Loads	3 or 3⅛	24 or 25		1⅛ or 1¼	7½ or 8

Cut down your investment—eliminate the dead ones. Get quicker turn-over and greater profits by concentrating on these Du Pont loads.

Keep this list handy. Use it when ordering shells. Remember—

For quick turn-over specify

DU PONT

SMOKELESS SHOTGUN POWDERS

Most shooters use Du Pont—any shooter will.

E. I. du Pont de Nemours & Co., Inc.

***Sales Dept.:* Rifle and Shotgun Powders Division**

Wilmington, Delaware

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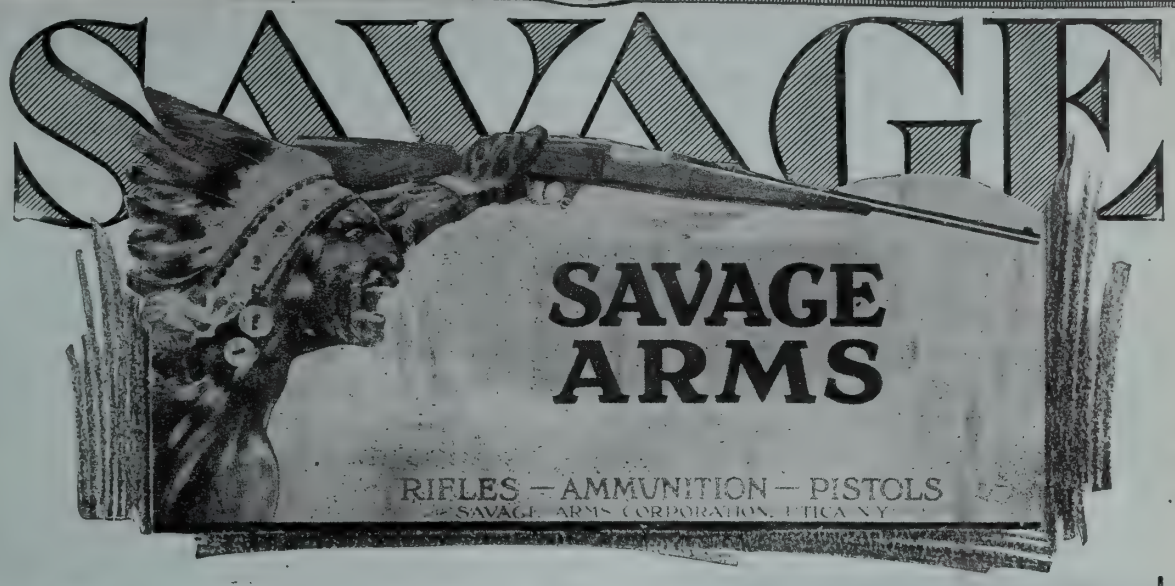
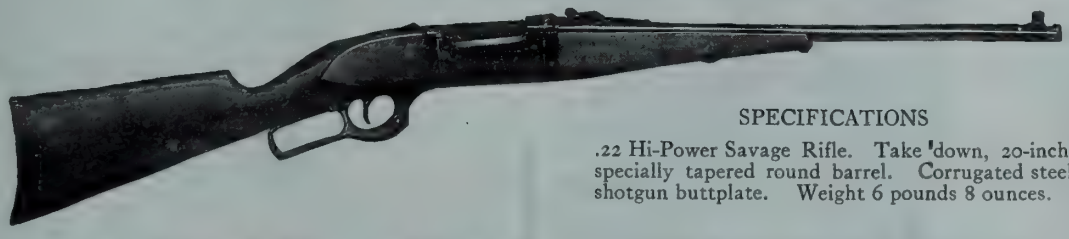


ANOTHER STRING TO YOUR BOW

In stocking the popular Savage line of high-power rifles don't overlook the .22 High-power—the little "Imp" which has been selling Savage satisfaction to customers for years.

It is well known as an ideal rifle for all-round hunting, and is one of the quickest selling rifles in the Savage line, because of its enviable record of performance on all kinds of game, as large as deer and mountain sheep.

If you stock the .22 High-power you have "another string to your bow." It will add new names to your list of satisfied Savage customers.



SPECIFICATIONS

.22 Hi-Power Savage Rifle. Take down, 20-inch specially tapered round barrel. Corrugated steel shotgun buttplate. Weight 6 pounds 8 ounces.

SAVAGE ARMS CORPORATION

Sharon, Pa. UTICA, N. Y. Chicopee Falls, Mass.

Executive and Export Office: 50 Church St., N.Y.

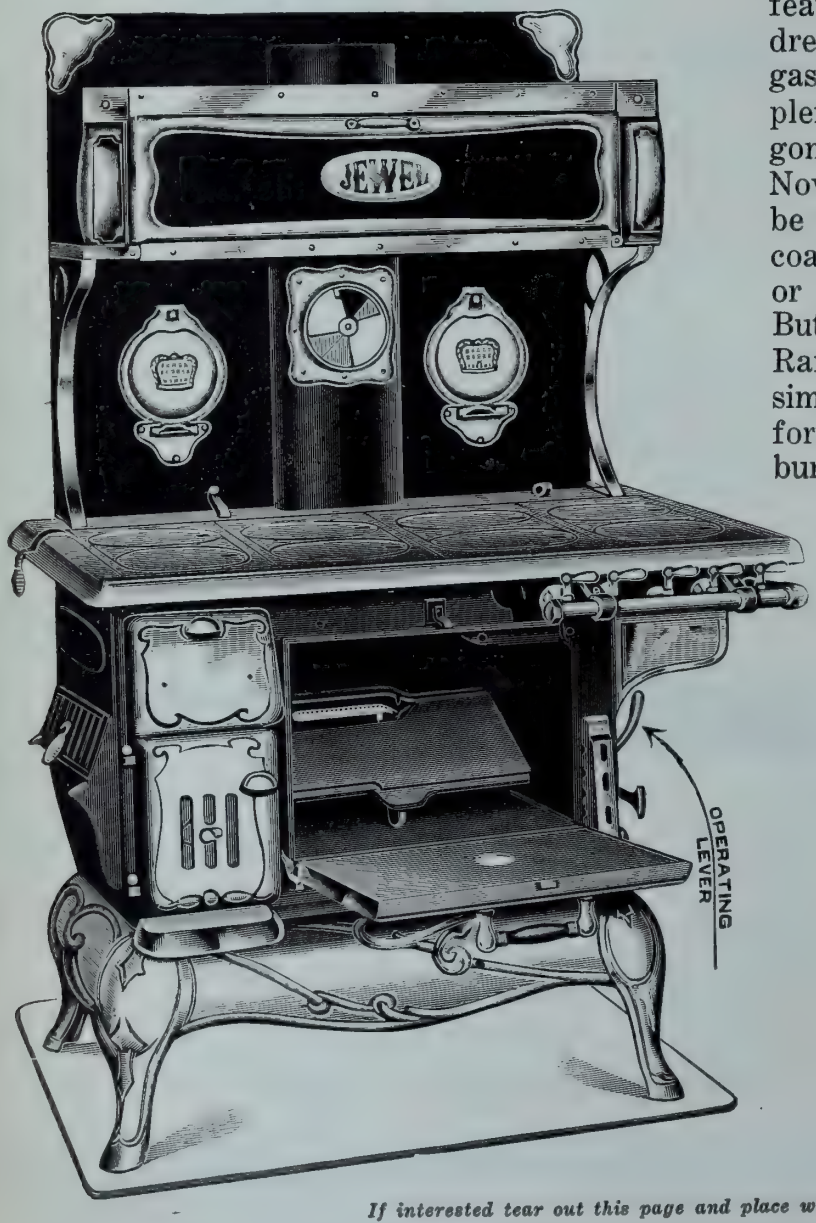
Owners and Operators of the

J. Stevens Arms Company, Chicopee Falls, Mass.

If interested tear out this page and place with letters to be answered.

Do you remember the "Triplex Jewel" Exhibit which attracted attention at the Toronto Exhibition?

IT IS evident that the interest which was quite apparent in the Burrows, Stewart and Milne Exhibit this year was more than casual. The results which have been derived from the efforts of our salesmen in demonstrating the "Triplex Jewel" Combination Range are beginning to show in a tangible form.



There is a real reason this year for the return of the old-time careful buying which is being practised by the average housewife in the choice of a range. The reason is the extremely high price of coal, the uncertainty of the supply of coal, natural and artificial gas, as well as wood.

The "Triplex Jewel" with its combination feature has solved this problem for hundreds of Canadian housewives. To-day gas either natural or artificial, may be plentiful and by to-morrow the supply is gone. The same applies to wood and coal. Now with a gas range the housewife would be right up against it. With a shortage of coal or wood the housewife with either coal or wood stove would have need to worry. But with a "Triplex Jewel" Combination Range all her worries are gone, for with the simple turning of a lever the stove is transformed from a gas range into one that will burn coal or wood, or vice versa. She is never stuck, but always ready for the emergency.

Thousands of interested housewives saw the "Triplex Jewel" demonstrated at the Toronto Exhibition this year and everywhere the note of approval was heard. Are you taking advantage of the work our salesmen have started for you?

You should have a "Triplex Jewel" on your floor right now. Show one in your window and start in where our salesmen left off. It's your opportunity. Write to Burrows, Stewart and Milne Co., Ltd., Hamilton, Canada, for further information.

If interested tear out this page and place with letters to be answered.

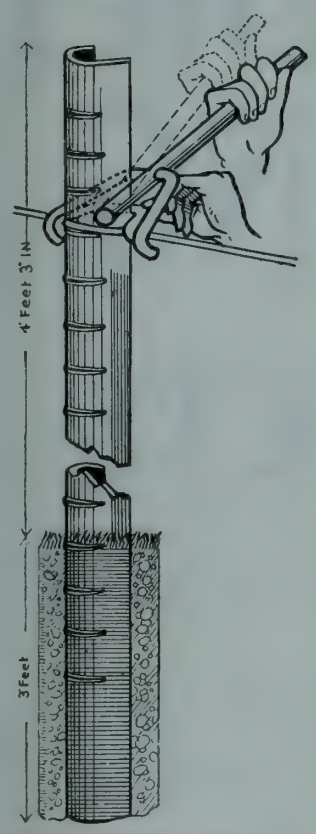
Burlington Steel Fence Posts

Are Successfully Replacing Cedar Posts

The scarcity of cedar posts and their steadily increasing price is forcing farmers, and others who have fences to build, to seek a satisfactory substitute.

They are naturally turning to and using Burlington Steel Fence Posts.

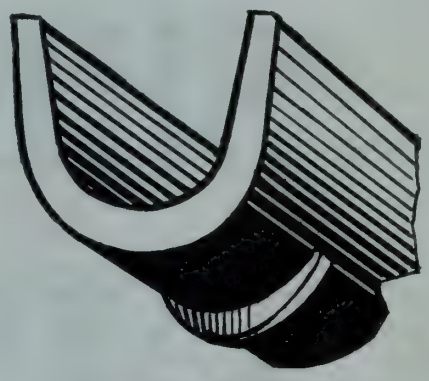
Thousands of these posts are now being used throughout Canada and in every instance are giving satisfactory service and standing every farm strain to which they are subjected.



Right hand works handle, left hand places clip.

Our long experience in manufacturing special steel reinforcing bars enables us to produce a post of unusual strength and rigidity.

They Make
Strong
Solid
Permanent
Sturdy
Fences



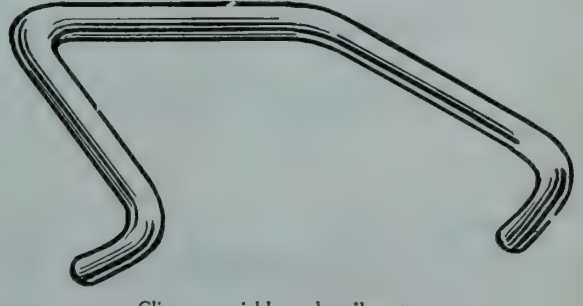
Section of Post. Actual size. Note unusual thickness.

Burlington Steel Fence Posts

are made of high carbon steel, rust resisting, analyzing .45 to .55 per cent. carbon with a yield point of 55,000 to 65,000 pounds to the square inch. They will not bend, break, nor burn. They also afford protection from lightning. They are driven into the ground. The Special "U" design anchors the post permanently. There are no holes in the post to weaken it. The wire is fastened with clips which grip tightly and do not slip. With the Fastening Tool, clips can be put on in a second.

DEALERS

Burlington Steel Fence Posts are being liberally advertised every week in almost every farm paper in Canada. Thousands are now in use. The field is unlimited. Be first in your territory to sell them. You will find a steady demand and can build up a profitable business. Write for particulars, section of post, booklet and prices.



Clips are quickly and easily put on.

BURLINGTON PRODUCTS, LIMITED

325 SHERMAN AVE. N.
HAMILTON - ONTARIO

If interested tear out this page and place with letters to be answered.

We can give Prompt Delivery on the following:

"Elephant Brand"

TARRED and DRY SHEATHING

TARRED FELTS

7-10-16 ounce weights

Roofing Paints, Plastic Cements, Coal Tar, Roofing and Paving Pitch, Creosote Oils, Fly Oils and Disinfectants, etc. Inquiry solicited.

The Hamilton Tar & Ammonia Co.,
Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.

Will they buy from you— or go fifty miles away?

Other things being equal, the store located nearest its prospective customers, ought to get the business. But do you get it?

AROUND THE CORNER from you, there is a factory using screw-threading tools. If you have what they need you can probably give them more service, quicker deliveries and better satisfaction than a store a hundred miles away.

Perhaps there's a machine or auto repair shop up the street from you.

Other things being equal, *you* are the one to sell them — we'll say a No. 311 Little Giant screw plate set — or new taps and dies to replace those that are worn out or lost.

Will you let this business go begging into the next town or the next state, because the prospective buyer happens to see the very things you're selling in some far-off window or catalog?

Or will you *anticipate* that need by walking three blocks up the street to make the sale yourself?

A few of those little trips may mean trade for your store amounting to thousands of dollars just from your own trade area. It will build up your GTD line and make it one of the best payers in repeat orders in your whole stock.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO
Successors to
Wells Bros. Co. of Canada, Limited

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

Send for our No. 40 Catalogue, pocket size, and other information about GTD tools. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalogue and other trade information as issued.

GTD
Corp. of Canada, Limited.
Galt, Ontario

Send latest No. 40 catalog and put my name on your mailing list to receive information about your threading tools wherever issued.

Name of person _____

Firm _____

Address _____

H&M.216

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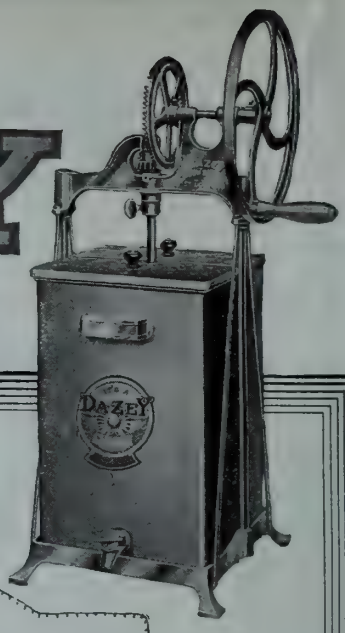
DAZEY CHURNS



—*Universal Preference* shown for the Dazey System of making better butter has resulted in an ever-increasing demand for Dazey Churns.

DISTRIBUTORS:

J. H. Ashdown Hdwe. Co., Ltd., Calgary.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon
J. H. Ashdown Hdwe. Co., Ltd., Winnipeg.
Frothingham & Workman, Ltd., Montreal.
D. H. Howden & Co., Ltd., London.
H. S. Howland, Sons & Co., Ltd., Toronto.
Kennedy Hdwe. Co., Ltd., Toronto.
Lynch, Parker & Plews, Regina.
Lewis Bros., Ltd., Montreal.
Marshall-Wells Alberta Co., Ltd., Edmonton
Marshall-Wells Co., Ltd., Winnipeg
Merchants Hdwe. Specialties, Ltd., Calgary
Merrick, Anderson Co., Ltd., Winnipeg
Miller-Morse Hdwe. Co., Ltd., Winnipeg
McLennan, McFeely & Co., Ltd., Vancouver
A. Prud'Homme & Fils, Ltd., Montreal.
Revillon Wholesale, Ltd., Edmonton.
Wood, Alexander & James, Hamilton
Wood, Vallance & Adams, Ltd., Calgary
Wood, Vallance Hdwe. Co., Ltd., Nelson.
Wood, Vallance & Leggat, Ltd., Vancouver.
Wood, Vallance, Ltd., Winnipeg.

DAZEY CHURN & MFG. CO., ST. LOUIS, MO.

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CANADA
FOUNDRIES & FORGINGS
LIMITED

An Industry that Better Goods and Service Built

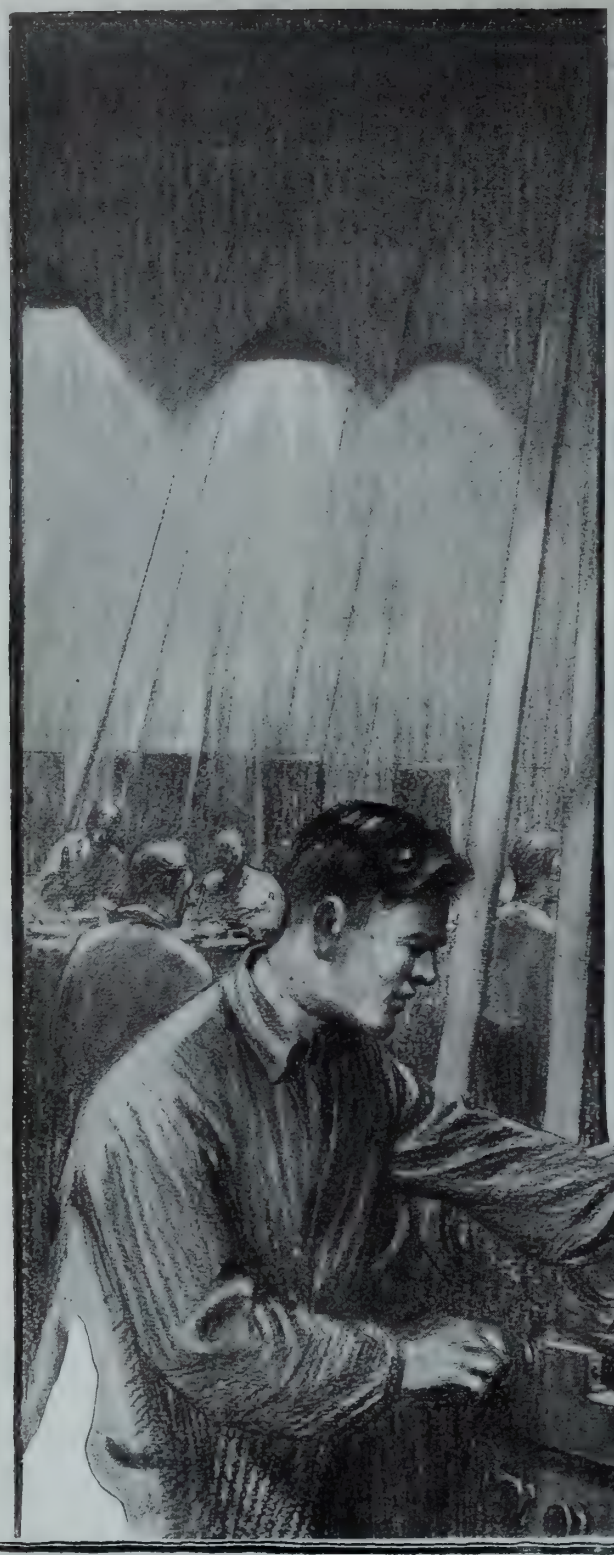
ESTABLISHED 1854

Producing

THOUSAND ISLAND HAMMERS and AXES
RED WING SEMI-ROTARY PUMPS
BROCKVILLE LAWN MOWERS

for Every Unit of the British Empire

JAMES SMART PLANT
BROCKVILLE - - CANADA



Students in manual training schools—prospective engineers, superintendents, foremen—soon learn to use and ask for Starrett Tools.

They see them advertised continually in the magazines they read just as older mechanics see Starrett ads in practically every trade magazine they pick up.

Every Starrett Tool in use—and mechanics have been buying them for forty years—adds to the Starrett reputation. Every Starrett ad—and they're appearing in more than fifty magazines—is a business builder for Starrett dealers.

Write for a free copy of "The Tools Mechanics Buy." It's full of hints on gaining satisfied customers through your Starrett tool sales.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-98

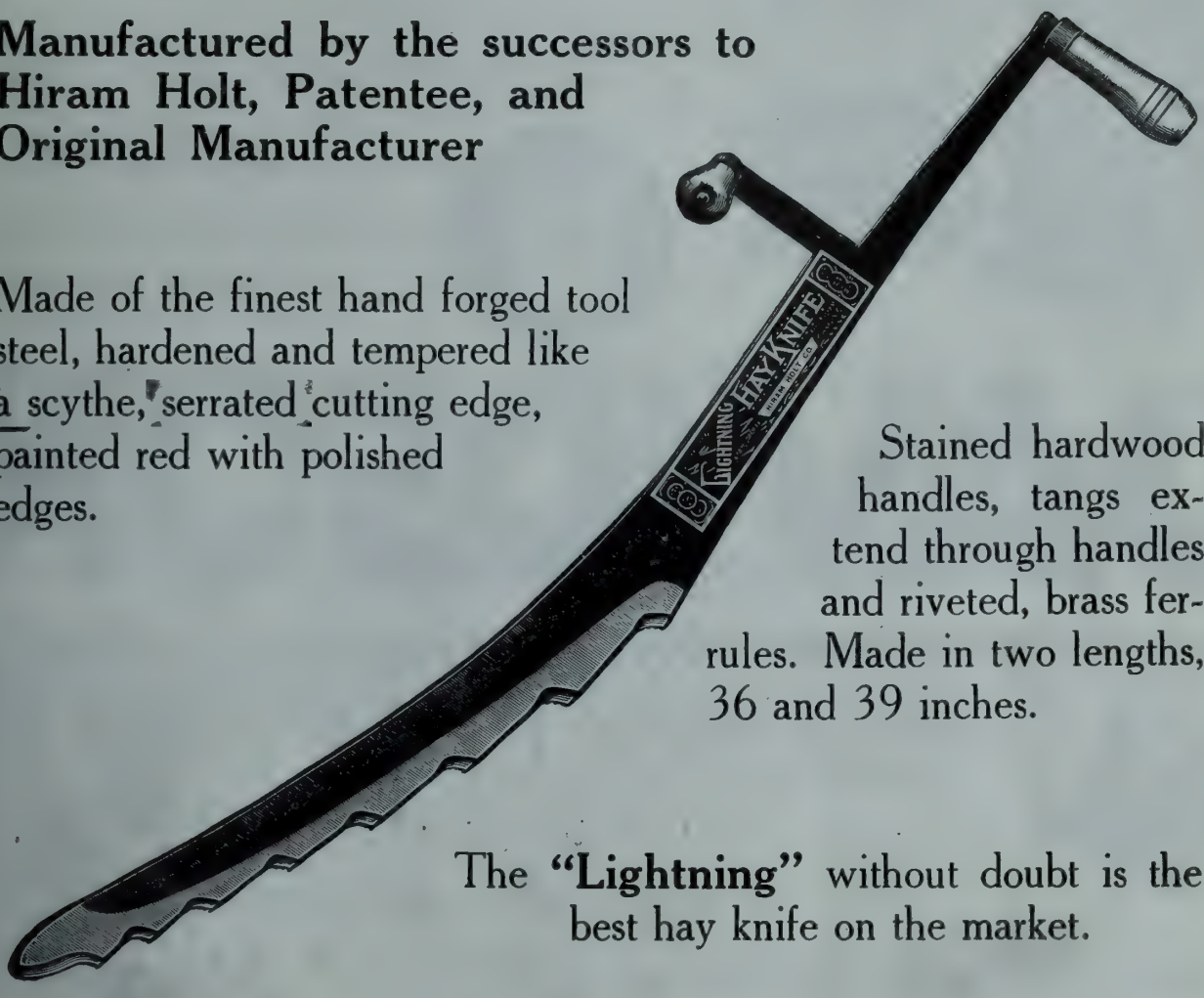
Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

JUST THE THING FOR CUTTING HAY

THE "LIGHTNING" HAY KNIFE

Manufactured by the successors to Hiram Holt, Patentee, and Original Manufacturer



Made of the finest hand forged tool steel, hardened and tempered like a scythe, serrated cutting edge, painted red with polished edges.

Stained hardwood handles, tangs extend through handles and riveted, brass ferrules. Made in two lengths, 36 and 39 inches.

The **"Lightning"** without doubt is the best hay knife on the market.

Write for Catalog.

WIEBUSCH & HILGER, LTD.

106-110 LAFAYETTE STREET - NEW YORK, N.Y.

Canadian Selling Agent:

JAMES GERARD KERR - 411 St. Nicholas Building, Montreal

If interested tear out this page and place with letters to be answered.

Davidson's "BEAVER" Heaters

We should be glad to supply you in addition to our general catalogue, information on Enamelled Signs, Ranges, Refrigerators, etc., etc.

These very practical heaters are made in several styles with or without ornamental swing top and nickel plated band. They are made with new roller grate and ash pan and can be shaken down without opening ash door.

They have great heating capacity and are made in two sizes — 11¾ in. and 13 in. body diameter — with crank handle complete. Floor pans can be supplied in place of feet if desired.

The Thos. Davidson Mfg. Co. Limited

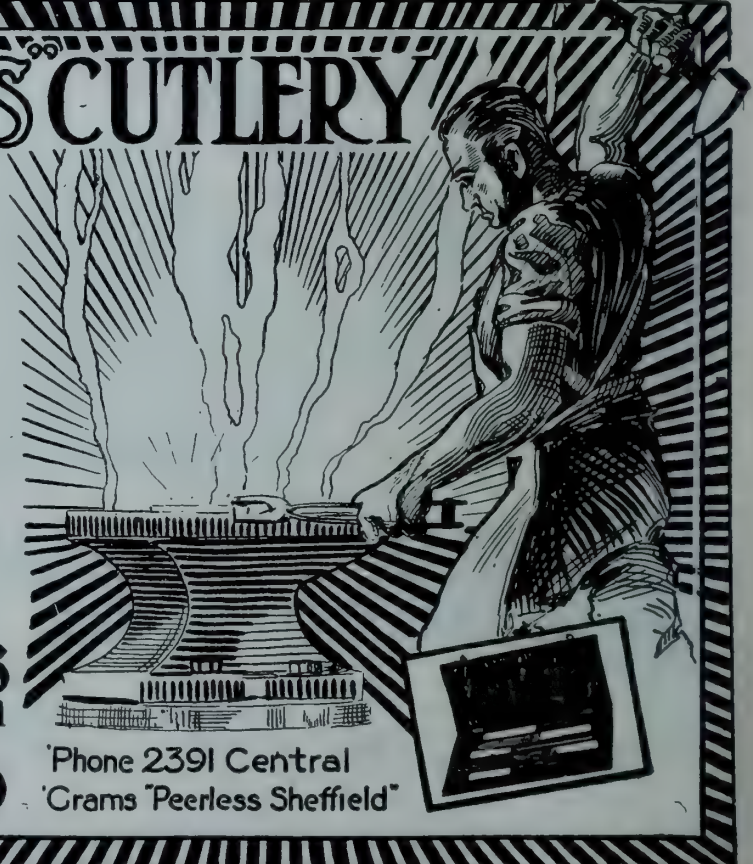
Head Office: 187 Delisle St., MONTREAL

Branches: Toronto and Winnipeg

Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON

"PEERLESS" CUTLERY



FRED ELLIS'S HAND-FORGED DOUBLE-SHEAR STEEL CARVERS
A Highest Grade Product of old-time quality

FRED ELLIS'S CASED CARVERS SETS
In Stainless Steel Throughout

FRED ELLIS'S STAINLESS CUTLERY
Entirely Rustless and Non-corrosive

THE "PEERLESS" RAZOR
Full Hollow Ground. Quality and Price Unbeatable

FRED ELLIS & SONS
Globe Works Penistone Rd
SHEFFIELD

'Phone 2391 Central
'Grams "Peerless Sheffield"

If interested tear out this page and place with letters to be answered.

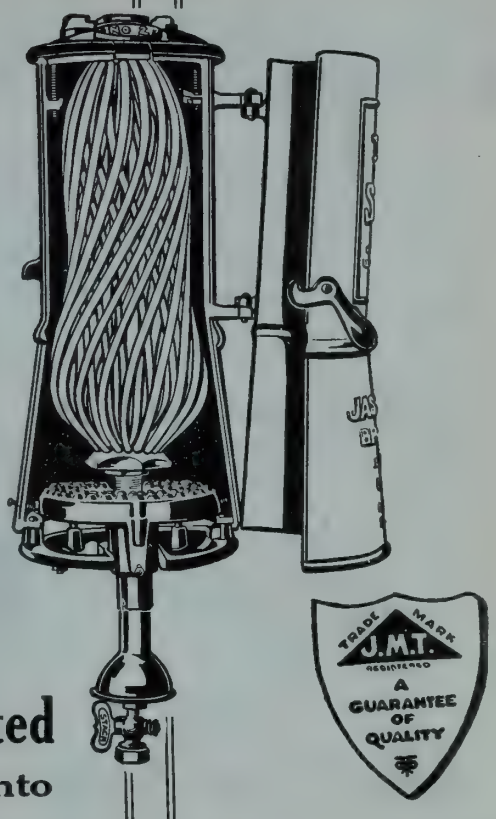
STACK HEATER

Striking Selling Points

Show your prospects how the water passes into the numerous small pipes exposed to the hot gas flame. The Stack Hot Water Heater will heat water in one minute, with less gas, due to the network of small pipes, which naturally heats water quicker than one large pipe.

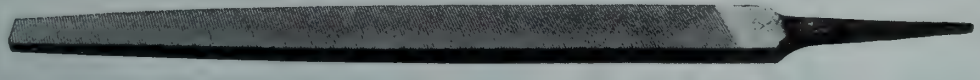
Write for more details.

Send for Stack Heater Display Card



James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West - Toronto



Any Hardware Buyer can tell you the *cost*

of

P.H. or IMPERIAL FILES,

but only the user knows their *value*.

BE FILE-WISE.

Stock These Fine Tools.

"They Cut Faster and Wear Longer."

P H

IMPERIAL

INGERSOLL FILE COMPANY, LIMITED.

John Morrow Screw and Nut Company, Limited,
Sole Distributors,
INGERSOLL, ONTARIO.

INGERSOLL

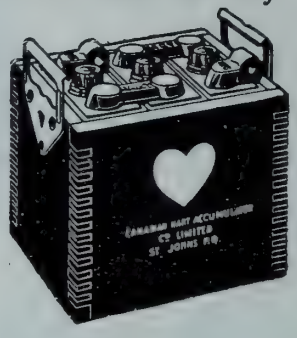
Real Battery Service

It pays to turn your battery troubles over to an expert. Amateurish efforts too often result in putting the battery "on the blink." Our battery department is completely equipped and in charge of experts. Express your batteries prepaid to us and we will repair them reasonably, leaving a good margin of profit for you. Estimates will be sent before work is undertaken, if requested.

Tire Repair and Vulcanizing Dept.

We also maintain a tire repair and vulcanizing department which is always at your service for expert work.

The Hart Battery



Honest Service from a Reliable House

It will pay you to deal with a house which has a reputation for square-dealing to maintain.

Samuel Trees & Co., Limited, 42 Wellington St. E., Toronto

ESTABLISHED 1869

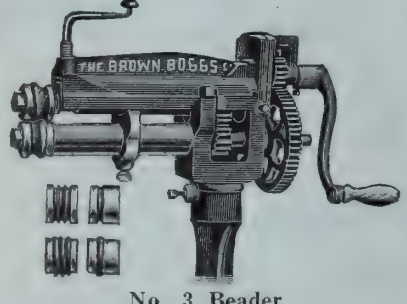
Sheet Metal Working Tools

Production and Labor Costs

Circular Shear

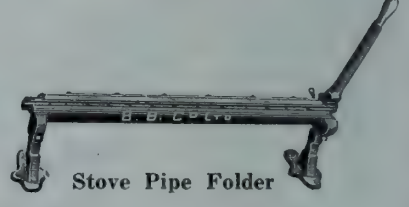
Labor cost is steadily increasing. Is your daily output increasing with it? Or are you losing money and contracts through non-productive machinery? Write for our new No. 26 Catalogue, and let us show you the way to bigger business, and more profit.

Foot Squaring Shear



No. 3 Beader

8-ft. Steel Brake



Stove Pipe Folder

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

Canning and Evaporating Machinery

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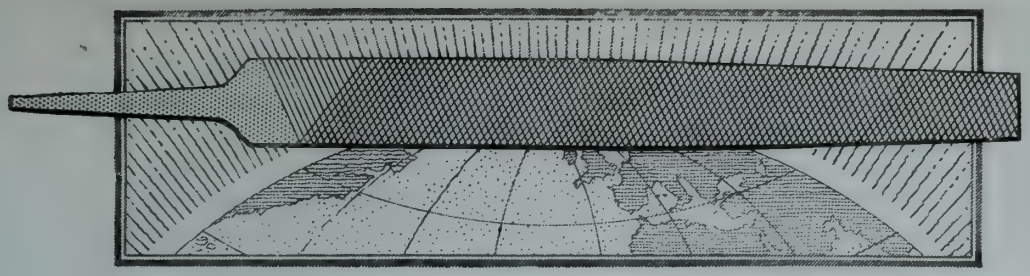


Known Everywhere---Easy to Sell

Nothing is so easy to sell as the article that is known universally by its branded name.

Famous Five Files are known by name from coast to coast. File users ask for them by name.

This is of utmost value to the dealer. It cuts selling costs to nil.

We keep the name in the public mind by steady advertising, and we carry reserves to enable your jobber to fill orders quickly.

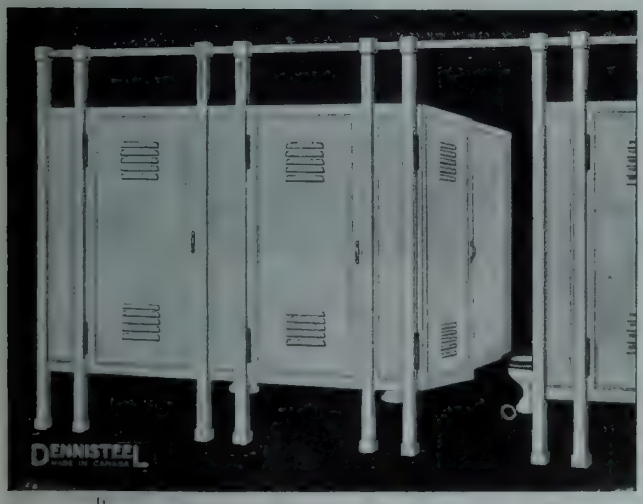
Are you getting your share of profits on these Famous Five brands?—

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

Nicholson File Company

PORT HOPE - ONTARIO



Dennisteel Lavatory Compartments *Are* Superior

Years of Experience are behind

DENNISTEEL
Made in Canada

Steel Lavatory Compartments
Hygienic—Fireproof—Non-markable

Their clean-cut design and sturdy construction distinguish them from the "thrown-together," sheet metal, so-called lavatory compartments erected by the unskilled. We are the only firm in Canada that specializes in this important sanitary equipment.

We Also Make

Steel Shelving, Lockers, Cabinets, Bins, Stools, Chairs, Shower Baths, Dressing Rooms, etc., Ornamental Iron and Bronze, Commercial Wire-Work of all kinds, General Builders' Ironwork.

Write For Folders

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

Halifax, Montreal, Ottawa, Toronto,
Hamilton, Winnipeg, Calgary, Vancouver.

If interested tear out this page and place with letters to be answered.

THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP LEVER HAME CHAINS

THE USER WANTS THE BEST IN HARNESS GOODS TODAY

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

QUALITY, SERVICE, SATISFACTION, PROMPTNESS

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.

NIAGARA WROUGHT STEEL HARNESS SNAP

NIAGARA FALLS METAL STAMPING WORKS

Makers of Hardware Specialties

237-239 TENTH ST., NIAGARA FALLS, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

9F

EMBOSSED LETTERS AND FIGURES

VOL-PEEK

A Fast Seller with Big Profits

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $3.50. 70% profit for you.

Order through your jobber or direct to

N. NAGLE & Co.

BOX 2024, MONTREAL, CANADA
(Owning and operating Vol-Peek Mfg. Co.)

COSTS ONLY ½c FOR EACH MEND

TRADE YALE MARK

Half sold before delivery

THE merchant handling Yale products knows that his stock is half sold before delivery.

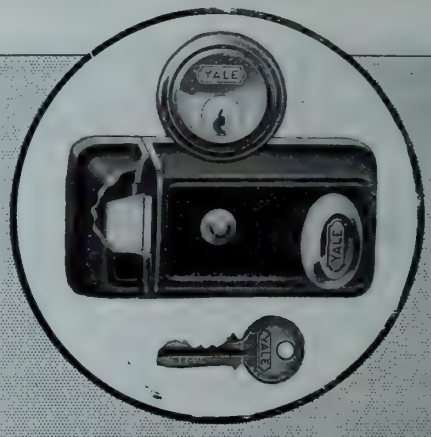
Extensive advertising keeps "Yale" continuously before his customers, creating constant demand and quick, easy sales.

And the customer *knows* he will be satisfied when he sees the trade-mark on the product.

Yale Night Latches, Padlocks, Door Closers and Builders' Hardware are made at our factory in St. Catharines, Ontario.

"The trade-mark Yale helps make the sale."

Canadian Yale & Towne Limited



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65 1-2 St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

A Fitting Answer to the Collar Pad Question

Farmers realize the necessity of a reliable, dependable Collar Pad to protect horses' shoulders.

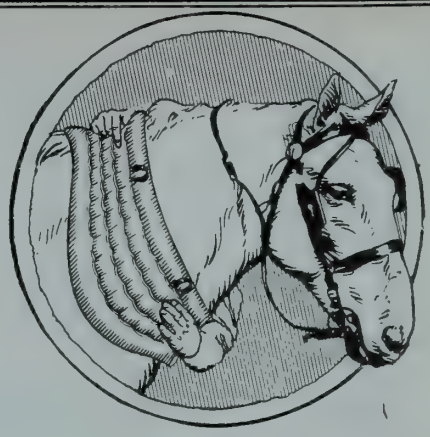
If any question arises as to the kind of Pad which will give greatest satisfaction, the answer, satisfactory and complete, may be given by the Dealer who handles

TAPATCO REGISTERED TRADE MARK BRAND **COLLAR PADS**

Every part is designed to give extra wear. The patented Stapling Device (Patented in U.S., December 1, 1914—Patented in Canada, April 6, 1915), is one of many superior features.

A wire staple reinforced by felt washer, firmly grips hook to body of Pad, so that it remains secure even when the fabric itself has become weakened by sweat and long use. This feature combined with a soft, flexible, cushion-like and absorbent pad, insures 100% satisfaction.

The American Pad and Textile Co.
CHATHAM -- ONTARIO



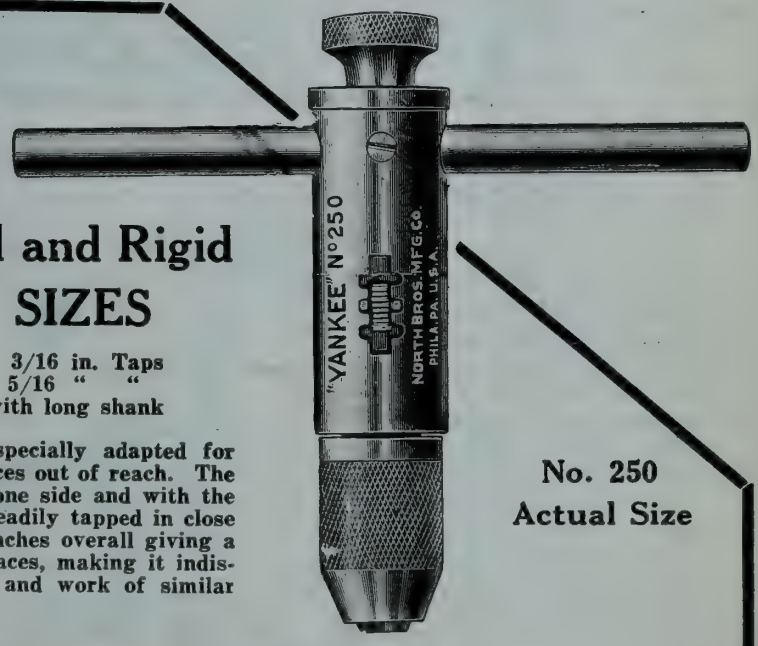
TAPATCO GLOVES

Our varied and complete line includes styles that cover all your customers' requirements in the way of work gloves.

STYLES

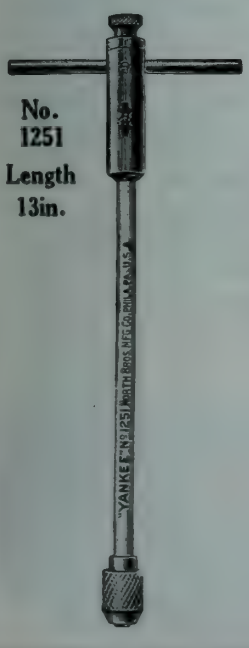
Gauntlet, Knit Wrist and Band Top. In Heavy, Medium and Light Weights. Also Leather Tip and Leather-faced Gloves, Jersey Gloves and Mitts in Tan, Slate or Oxfords. Made of best grade Cantons.

"YANKEE"
TAP WRENCHES
Right and Left Hand and Rigid
THREE SIZES



No. 250 Actual Size

No. 250 Capacity up to 3/16 in. Taps
No. 251 " " " 5/16 " "
No. 1251 Same as 251 with long shank



No. 1251 Length 13in.

Yankee Tap Wrenches are especially adapted for work in close quarters and places out of reach. The cross arm is easily drawn to one side and with the ratchet movement, holes are readily tapped in close corners. The No. 1251 is 13 inches overall giving a long reach into inaccessible places, making it indispensable in Automobile work and work of similar character.

Your Jobber Will Supply You.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.
U. S. A.

If interested tear out this page and place with letters to be answered.

Telephone Cross-arm treated with Solignum. This was dipped and sawn in half after three days. Note the penetration at points where needed

Solignum

WOOD PRESERVATIVE & STAIN

Solignum is recommended for: all **exterior woodwork** such as **shingles,** half timber work, timbers set in concrete, bridge timbers, telegraph poles, scows, stables, fences and posts, pig pens, ties, etc.

Solignum **interior stain** is a new line and splendid seller also.

Solignum is supplied in Browns, Reds, Greens and Greys--in 1, 5 and 40 gal. packages.

WRITE FOR AGENCY PLAN

STURGEONS LIMITED

91 CHURCH STREET : TORONTO

PERFORMANCE COUNTS

BURMAN CLIPPERS

Are made for clipping horses and for shearing sheep. They are made of the best materials procurable, by the best skilled workmen it is possible to engage, and by a large company who manufacture only clippers. Never has expense been spared if there was possible the slightest improvement in quality or cut. That means a tremendous lot to the hardware merchant.

YOU DON'T HAVE TO BUY A NEW HEAD

PLATES ARE INTERCHANGEABLE

BURMAN CLIPPERS

Are the acme of perfection when it comes to performance. They cut clean. Heavy work does not frighten the "Burman"; they handle the heavy, tough hair well, giving every service and satisfaction to the user.

One important point for the dealer is that plates are interchangeable, that is, when the purchaser wants to shear sheep he simply requires to change the plates. This does away with the old necessity of buying a new and costly head.

YOU DON'T HAVE TO BUY A NEW HEAD

B. & S. H. THOMPSON & CO., LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER NEW GLASGOW

If interested tear out this page and place with letters to be answered.

Profitable Advertising

WHEN you make a display of Imperial Polarine in your windows, on your counter or sales floors, or in your local newspaper advertising, you are doing profitable advertising, for you identify your store as correct lubrication service headquarters.

It pays to feature Imperial Polarine because its sterling quality is known to the big majority of Canadian motorists and your action in bringing your stock to their attention reminds them of their needs.

To make the greatest profit you should sell all six sizes of the three grades for cylinder lubrication:—Imperial Polarine, Imperial Polarine Heavy and Imperial Polarine A. Also the special Imperial Polarine transmission and differential oils and greases. You should sell by the Imperial Polarine Chart of Recommendations, too.

Imperial Polarine is put up in half-gallon, gallon and four-gallon lithographed sealed cans, twelve and a half-gallon steel drums, half-barrels and barrels of steel or wood. It is extensively advertised in your territory. If you do not sell Imperial Polarine, the Imperial Oil man will show you how you can make highly satisfactory profits with this line.

IMPERIAL
Polarine
MAKES A GOOD CAR BETTER

Three grades for automobile cylinder lubrication.
IMPERIAL POLARINE
(Light medium body)
IMPERIAL POLARINE HEAVY
(Medium Heavy Body)
IMPERIAL POLARINE A
(Extra Heavy Body)
One of these grades is specially recommended for the correct lubrication of any car or truck in your community.
See the Imperial Polarine Chart of Recommendations—display it prominently and sell by this chart.
For Efficient
Automobile transmission and differential lubrication sell
IMPERIAL POLARINE TRANSMISSION OIL
In cases where grease is required or preferred, sell
IMPERIAL POLARINE TRANSMISSION GREASE "BB"
IMPERIAL POLARINE CUP GREASE

Write to The General Sales Department 56 Church St., Toronto, Ontario for our dealers' proposition.

IMPERIAL OIL LIMITED

Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES

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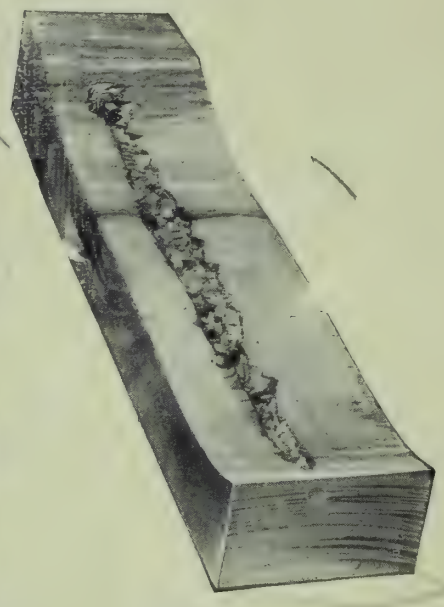
Penetration and Speed Count



Cross section of pine showing 13-inch penetration of Dominion 30-30 soft point.

—that is why the new Dominion 30-30 Metallic Cartridge immediately won its merited position as a sporting cartridge.

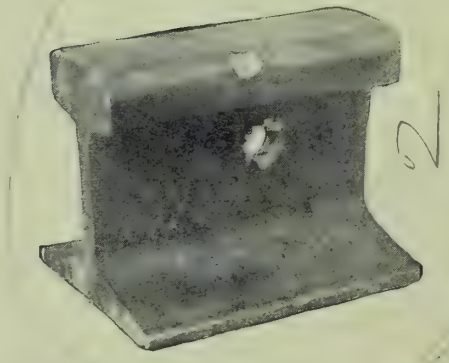
—through 13 inches of soft pine, across grain.
—through 3-8 inch steel plate.
—through a steel rail.
—200 feet more per second.

These are records of the new Dominion 30-30 — undisputed, unchallenged — which make the

Dominion 30-30
Soft Point Smokeless

the first choice of users of 30-30 rifles.

This is the cartridge which has a velocity of 2,187 feet per second, and the penetration shown in the illustrations.



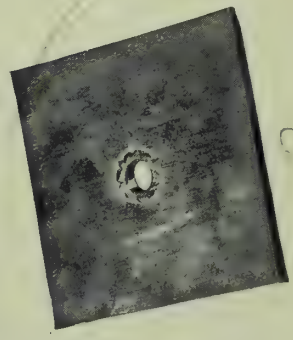
Steel rail showing hole made by Dominion 30-30 soft point.

Stock up on these cartridges for the big game season. Order from your jobber to-day.

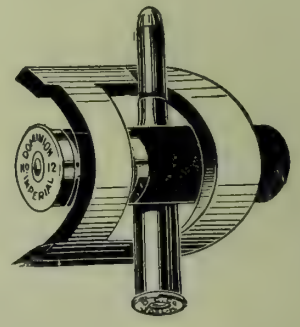
Dominion Cartridge Co.
Limited

Head Office : **MONTREAL**

Halifax **Toronto** **Sudbury** **Winnipeg**
Edmonton **Vancouver**



3-8-inch steel plate showing penetration of Dominion 30-30 soft point.



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"Member Audit Bureau Circulation"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, OCTOBER 9, 1920 No. 41

CONTENTS

Retailers and Wholesalers Pay License Fee 37
Ready Roofing Industry Makes Headway 38
Sells the "Idea" of Electrical Devices 39
Thanksgiving Season of Festivities Now at Hand 41
Editorial Comment 42
Sells 15,000 Rounds of Ammunition 43
News of Western Canada 44-55
Events in the Trade 46-47
Newsy Notes of the Trade—Letter Box 48
Canada Has a World Market Through London 49
New Hardware Goods 50
Weekly Hardware Markets — Toronto, Montreal, London, Winnipeg, Pittsburgh 51-58
Glass May Be Easier 59
Paint Should Not be a Star Boarder in Fall and Winter 60
Do Not Solicit Financial Aid From Hardware Trade 62
Linseed Oil Situation More Favorable 64
Weekly Paint Markets 66-68

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GEO. D. DAVIS, *Manager*

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TINPLATES
TERNEPLATES
CANADA PLATES
STEEL SHEETS

We can quote you for shipment from mill if our stock does not answer your requirements.

Owing to our close connections we are able to quote rock-bottom prices.

A. C. LESLIE & CO., LIMITED
560 St. Paul St. West
MONTREAL

GALVANIZED SHEETS

"QUEENS HEAD" GALVANIZED IRON

STANDARD OF THE WORLD

We can now promise quick shipment

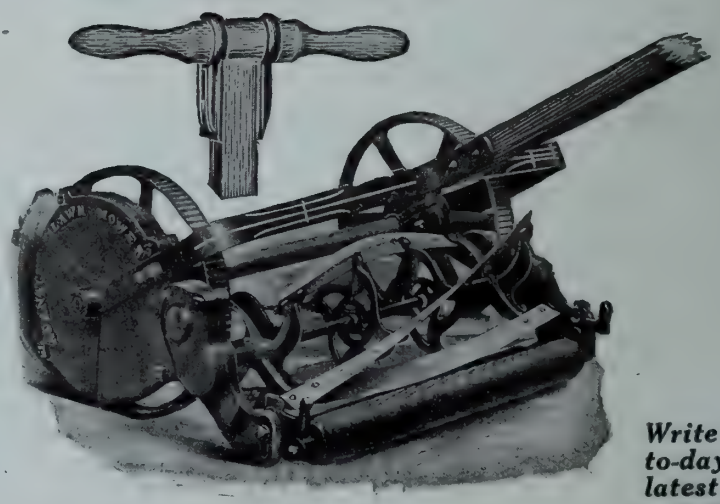
JOHN LYSAGHT, Ltd.
Manufacturers
BRISTOL, ENG.

A. C. LESLIE & CO., Ltd.
Canadian Agents
MONTREAL

Anticipate the Spring Demand

All parts of T-F Lawn Mowers are designed and constructed so as to give the longest wear. That's why the demand is so insistent. Live dealers are now placing orders for complete stocks on Taylor-Forbes mowers so as to be ready for spring business. It pays to have what the public want—when they want it. Here's the line:

ONTARIO
ADANAC
STAR
WOODYATT
DAISY
EMPRESS



Write to-day for latest quotations

Taylor-Forbes Co., Limited

Taylor-Forbes Co., Limited,
846 Craig St. W., Montreal.

H. C. Rogers, Ltd.,
147 Prince William Street,
St. John, N.B.

Head Office and Works:
GUELPH, ONTARIO

Taylor-Forbes Co., Limited,
1070 Homer St., Vancouver, B.C.

H. F. Moulden & Son,
314 Confederation Life Bldg.,
Winnipeg.

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, OCTOBER 9, 1920 No. 41

Retailers and Wholesalers to Pay License Fee; Stamps to be used for Collecting Luxury Taxes

License Fees and Substitution of Stamps for Collection of Tax Are Main Points of New Regulations Effective November 1—Perforators to Be Loaned to Dealers—Records to Be Kept for Two Years—Drastic Penalties Provided.

NEW regulations in regard to the enforcement and collection of the luxury and sales taxes have been prepared, to become effective on November 1 of this year. These are very extensive and of great importance to the retail trade, hence full information has been secured by Hardware and Metal. The most important new features are those providing for the licensing of retailers and wholesalers and the use of stamps and perforators for the collection of the luxury tax.

Opinions expressed by retail hardware dealers indicate that the trade has some grievances yet in face of the latest action. Some dealers are of the opinion that it is overstepping the mark to ask the trade to pay a license fee for the protection of the tax collection system and to give the Government a means of levying a penalty on offending dealers. The trade is already acting in the capacity of tax collectors, without paying for the privilege.

The experience of the trade in affixing stamps to certain patent medicine lines has not encouraged the idea of having to follow this procedure with all the hardware lines subject to taxation. However, as some dealers point out, no tax measure is popular.

The regulations are outlined in detail herewith:

Retailers and wholesalers selling articles which come under the tax regulation are required to purchase licenses from the Inland Revenue. The retail tax is $2 and wholesalers also pay this figure, with the exception of manufacturers making or wholesaling articles subject to the sales tax, the license fee for this class being $5. A penalty of $1,000 for neglect or refusal to take out this last tax has been set.

Wholesalers dealing in articles coming under the retail luxury tax must not sell to retailers unless the latter have their license. The number of this license must appear on all orders.

Stamps to be Used

The luxury tax is to be collected by means of stamps, which may be secured from the Inland Revenue Department, all customs offices or from the banks. This section reads as follows: "Vendors selling articles subject to luxury tax are required to furnish the purchaser, at the time of sale, with a voucher or sales slip representing such sale and showing the tax as a separate item. Before delivering such voucher or sales slip to the purchaser the vendor must affix to such voucher or sales slip a stamp or stamps of the requisite denomination sufficient to cover the tax payable upon such article. The vendor must cancel the stamp or stamps after they have been affixed to the voucher or sales slip by means of an authorized perforator in such manner that the cancellation is entirely surrounded by the outer edges of the stamps."

The penalty provided for any retailer failing to affix these stamps and to duly cancel them or neglecting or refusing to pay the tax is a fine not less than ten times the amount of the duty not paid, with a minimum fine of $50 for each offence.

Will Loan Perforators

The perforators required will be issued, on loan, to merchants by the department, through collectors of divisions, and the merchant will be required to furnish a receipt. This receipt is to contain the serial number of the perforator, an acknowledgement that the perforator is the property of the department, and an agreement to return the machine when not further needed, or when called upon to do so by the department. All the perforators will be serially numbered. The retail merchant is also required to keep on hand a sufficient supply of stamps to meet requirements, and delay in the transmission of

Continued on page 38

New Tax Regulations in Brief

(Following changes effective November 1, 1920)

LUXURY TAX

Retailers to be licensed. Fee of $2. Number of license to appear on all orders.

Wholesalers, if subject to sales tax, pay license fee of $5, otherwise $2. Penalty of $1,000.

Stamps to be used—can be secured from Inland Revenue Dept., Customs offices, banks.

Purchaser must be given sales slip showing tax separate. Vendor must affix to sales slip on voucher sufficient stamps to cover tax; stamps then to be perforated. Penalty, a fine ten times duty not paid. Minimum of $50.

Perforators loaned by Government—each numbered.

Failure to have stamp supply on hand no excuse for non-payment of taxes.

Collectable at time of sale by manufacturer and jobbers or on importation, payable each month. Books open to inspector's examination. All records must be kept for two years.

SALES TAX

Manufacturers and wholesalers must furnish purchaser with written invoice showing sales tax separately.

Manufacturers can absorb only a portion of sales tax. Where it is 2 per cent. manufacturer can absorb 1 per cent. and show 1 per cent. on invoice.

On exports.—Sales tax applicable except on sales and deliveries direct to foreign purchaser.

Trade discounts allowed for excise tax purposes. Tax paid on amount of cash discount can be credited in next tax return if made in 60 days.

Sales tax on importations computed on duty-paid value of importations. If subject to luxury tax sales tax not collected on amount of luxury tax.

Ready Roofing Industry Makes Great Headway

Four Important Factors Will Determine Future Price Trend—Expected Revival of Building and Good Crop Will Boom Roofing Business.

An Interview by A. H. ILLSEY of Hardware and Metal with Herbert Kennedy.

MONTREAL.—"There has been an immense demand this year for prepared roofings and similar products," said Herbert Kennedy, general manager, the Standard Paint Company of Canada, Ltd., Montreal, to Hardware and Metal in discussing the situation. "And we expect that there will be immense demand for this line for many years to come."

Mr. Kennedy said that so great has demand been this year that manufacturers have been unable to lay aside any surplus. He is convinced that there will be a heavy demand because of the fact that many new buildings are needed. The farmers of the country have had an excellent year and this fact is also important. They will have to erect barns and new out-buildings. For these they will require thousands of squares of roofing, and there is a real opportunity to improve this chance of selling more such products to the farmers of Canada.

A Changed Basis

The prices of prepared roofings have greatly increased during the year. This is due to the higher prices asked for old rags, of which the basic felt is made. So great have these increases been that, within the past few months, prices ranged between $85 and $90 per ton, whereas, at one time, a fair price for them was around $20. Manufacturers were doing a large amount of business as already outlined, but they had to go into the open market and buy at the high prices. Outside competition absorbed the supply rapidly and various makers were compelled to buy weeks in advance to keep plants operating. And while the prices have somewhat eased off in recent weeks, high priced raw materials are still being used in the finished product. There may be a more favorable basis on this one line by the first of the year.

There are three other items to be considered in the manufacture of the roofings, asphalt, coal and labor. Each of these is very important and the outlook on all of them is more than usually interesting at this time. In the first place asphalt is high in price and there is every likelihood of there being a substantial advance in its price within the next few months. This is due to the Mexican situation, the Mexicans largely controlling the market.

There have been four or five increases made to labor within the year. Roofing makers either had to do this or their help would have gone over to nearby plants. Wages are therefore higher than ever and are likely to remain high.

Coal is an important item in the production cost. As much as $18 per ton is being paid for this, for, while contracts were made for supplies of coal long ago, operators are unable to fill these contracts; the manufacturer has to pay the price.

Prices May Not Advance

Despite the fact that prices on these four important factors are so high—felts, asphalt, coal and labor, Mr. Kennedy feels that possibly the crest of prices has been reached. The enormous demands for the manufactured article have enabled the manufacturer to produce for less percentage of profit, and if the demands continue as is likely it is probable that higher prices than those now in effect may be avoided. The crest of the market may have been now reached, but with the factors just outlined the governing ones, there is little to warrant any reductions whatever. These will have to await the development of other factors of a favorable nature which are not now apparent.

RETAILERS AND WHOLESALERS PAY

Continued from page 37

stamps is not to be taken as excuse for non-payment of taxes.

The Sales Tax

The sales tax is collectable at the time of sale by manufacturers, wholesalers or jobbers on importation. This tax must be forwarded to the collector of the division by the last day of each month. A total amount of sales and tax accompanied by an affidavit of the dealer or a certificate from a chartered accountant or independent auditor will be accepted. Sales by manufacturers direct to retailers or consumers are subject to a sales tax of 2 per cent., and to wholesalers or jobbers, or by wholesalers or jobbers, to a tax of 1 per cent. Importations by manufacturers, wholesalers or jobbers are subject to the sales tax of 1 per cent., except when for their own use, in which case the tax is 2 per cent. Importations by retailers or consumers are subject to a tax of 2 per cent.

Books Open for Examination—Records Kept for Two Years

The new regulations provide that the books and records of manufacturers, wholesalers or jobbers must be open at all times to examination by Government officials, and that the return or sales taxes will be audited by the department as frequently as is deemed necessary. All such vouchers, books or records must be kept for at least two years by the dealer. Instructions for determining the rate of the sales tax are given as follows:

Some Points for Manufacturers

"Manufacturers purchasing material from other manufacturers, such material to be used and incorporated in or attached to their finished product, must certify on their orders that such materials are for use as above, and must also state the nature and serial number of their license.

"Manufacturers selling materials to other manufacturers on orders which do not bear the above certificate must charge the second manufacturer the 2 per cent. sales tax.

"Manufacturers must charge a sales tax of 1 per cent. when the orders received from wholesalers or jobbers state that such wholesaler or jobber is in possession of a sales tax license and note the number thereof, otherwise they will be charged 2 per cent.

"Manufacturers must charge a sales tax of 2 per cent. unless orders for materials show that the purchaser has a manufacturer's or wholesaler's license and states the number thereof. The status of persons purchasing from manufacturers is subject to special corroboration by officers of this department.

"Customs officers and manufacturers will be able to verify the character of license held by persons, firms, or corporations, by reference to collectors of Inland Revenue, who will keep a record of all licenses issued.

Demand Written Invoice

"Every manufacturer, wholesaler or jobber dealing in articles subject to the sales tax must furnish the purchaser with a written invoice of such sale. Such invoice must show as a separate item the amount of tax upon such sale to at least the extent of 1 per cent.

Manufacturers Can Absorb Only a Portion of Sales Tax

"Manufacturers only are allowed to absorb a portion of the tax, and that only when the sale is made by the manufacturer to the retailer or user whereby the tax is 2 per cent.; in this event the manufacturer may absorb 1 per cent. tax, but must show 1 per cent. on the invoice to the purchaser as a separate item.

"The tax paid by manufacturers, wholesalers or jobbers at the time of purchase of goods may be charged to the person purchasing from such manufacturer, wholesaler or jobber, provided it is not shown as a separate item on the invoice and not included in the seller's cost upon which profit is calculated.

On Goods Exported

"As regards goods destined for export, the sales tax is applicable except on sales and deliveries direct to a foreign purchaser, that is to say, material sold by a dealer to a foreign purchaser is not

(Continued on page 68)

Sells the "Idea" of Electrical Devices

Saving of Drudgery and Increasing of Efficiency Are Underlying Ideas Which Prove the Best Arguments in Selling Electrical Plants, Water Systems and All Such Appliances—A Potent Factor in Keeping Young People in the Rural Districts—Getting Motion in the Window Displays—How One Dealer Sold Nine Electric and Water Systems.

ONE of the strongest arguments which rural dealers can use for the sale of all kinds of electrical devices for use in the home or in the farm buildings is that their use will help to overcome the serious problem now confronting the community through the exodus of young people from the farming districts to the cities. This is a question which has come in for a great deal of discussion and many so-called solutions have been put forward.

Getting down to the root of the question, however, as was done by the sales manager of a large United States firm when speaking on the subject recently in Toronto, it was pointed out that the experience of dealers in that country had taught them that young people leave the farm largely because the country home lacks conveniences which have been common in even the humblest of urban homes for the past 20 years. Running water, modern lighting, transportation facilities, labor saving devices, are the main features that are mentioned as necessary to make rural life sufficiently attractive to keep the young people where their training will make them of greatest usefulness.

Recent medical surveys in the United States have confirmed the fact that there is more defective eyesight to be found in the inhabitants of rural districts than in the cities, the reason, of course, being poor lighting arrangements. This argument also extends to many other diseases which are said to

GREAT DEMAND FOR ELECTRIC RANGES

Hamilton.—Fully five hundred more electric ranges would be in use if the power was available to operate them, Controller O'Heir states. He said that the Hydro department had received applications from 500 householders for power for ranges, but was unable to accommodate them. He thought this was proof that the average citizen was keen to use electricity as a fuel, and that it showed there was a demand which would ultimately be met. A civic gas plant, therefore, would be a hazardous undertaking, he contended.

Combining a window display of electric fixtures with fire grate accessories. This combination makes a seasonable appeal at this time of year when grate fires are required for a time until furnaces are lighted for the winter. Linking up the electrical display tends to make passers-by think of their electrical requirements with special regard to the fall and winter season. The long, dark evenings are here and indoor activities are in the forefront. Now is the time to suggest electric lighting fixtures, heaters and other devices particularly seasonable.

Illustrations showing the uses to which electrical devices may be put are generally most effective. Herewith are two well illustrated ads. showing lamps, fixtures, heaters, irons, washers, cleaners and table appliances. In the ad. by Ingram & Davey, St. Thomas, Ont., a brief description is given of each line with prices. The ad. by Rice Lewis & Son, Ltd., Toronto, makes an introductory appeal to "cook electrically and you will add to the comfort of the family and ease the labor of the household."

be more prevalent in rural districts due largely to the lack of ordinary sanitary protection.

The foregoing presents a very strong argument for the increased use of water systems, electric light plants and electric labor saving devices in these districts. For the sake of humanity apart from a business consideration there is a strong principle involved.

Various Uses of Water Supply Systems

Electric water supply systems can be used for a great variety of purposes. Next to their use in the home and in the farm buildings, they can be used profitably by owners of greenhouses, dairymen, poultrymen, etc., all of whom require water under pressure. The experience of dairymen has been that in cold weather the stock is kept in much better condition by being supplied in the stable with running water rather than being taken out in the cold to drink water from a trough which is half frozen with ice.

Another source of business for water supply systems, as developed in some of the more settled districts, is for factories which as a rule have been in the habit of spending large sums annually on icing water during the hot summer months. A number of factories have installed a pumping machine and drawn water from a deep well for the use of its office and factory staff. The water is always cool and the saving in ice for one or two seasons will pay for the expense of the pumping outfit.

Getting Motion in the Window Displays

The need for attractive window displays in selling water supply outfits, electric light plants and labor saving devices, is an important point. It is wise to show action wherever possible as it arouses a keener interest among passers-by. One dealer uses a model barn and farmhouse with grounds laid out. He borrowed the equipment from a window display provided for advertising paints. A miniature fountain with running water and other faucets were located around the grounds showing water running into troughs for the stock, into the sink, etc. Miniature electric bulbs illuminated the buildings and grounds. Another suggested display is to show a kitchen with a washing machine connected with the motor used for water pumping. Such a display indicates the double value of having this source of energy in cases where certain communities have been unable yet to secure Hydro electric service. A bathroom display can also be arranged showing the comparison between the old way and the new way, comparing the hand pump with the water running under pressure from the faucets, or a dining room display can show a table set, the percolator steaming and working in electric grills and other devices.

Sells Nine Electric and Water Systems

One dealer hit upon the scheme of conducting a contest which would comply with the law, and it proved very successful in the sale of electric light plants, water systems, etc. The plan followed was to have every person who drew a number register their name and address. The important point of the contest was that only persons who were able to show that they needed an electric light plant or water supply system were allowed to draw. As a result of the contest the dealer secured the names of 200 local people who openly admitted that they needed such a system. It is significant of the success of the plan that this dealer sold nine systems to those who had registered, within 30 days.

Use Local Exhibitions

Taking advantage of the publicity offered by local exhibitions is another point emphasized in the sale of electrical plants, household appliances, etc. People visiting fairs are in a receptive

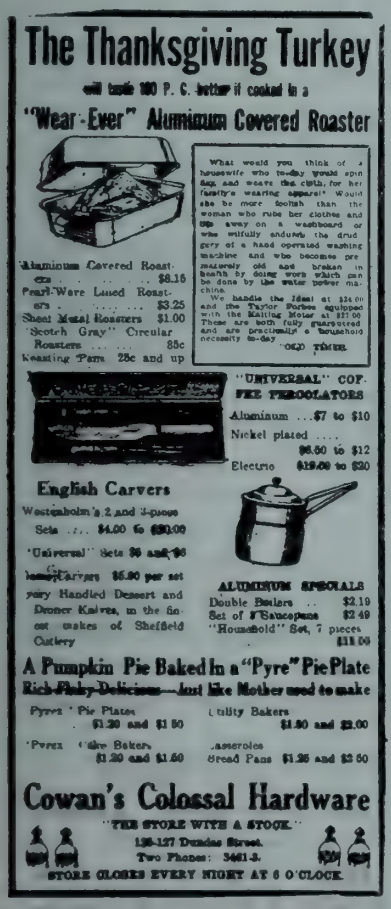
(Continued on page 59)

Thanksgiving Season of Festivities Now at Hand

Many Dealers Take Advantage of Such Occasions to Push Seasonable Lines—Cutlery, Silverware, Kitchen Utensils Among the Most Active Lines at this Time—Use Frost Tinted Leaves, Pumpkins, Harvest Scenes to Achieve Seasonable Effect.

FOR the dealer who follows the plan of making the most of seasonable features throughout the year, Thanksgiving time offers opportunity for developing special interest in connection with certain lines.

Thanksgiving is a festive season originating as a time for the giving of thanks. The date this year in Canada is set for October 18, following out the usual plan of holding this celebration at a time when the crops have harvested, and when, therefore, the country which has had a bountiful harvest has reason for giving thanks. The day has become historical as one for festivities, and in Canada it has generally been celebrated with a dinner of fowl or other game.



An ad emphasizing roasting pans, carving sets and pie plates, arranged in order to conform with the progress of the Thanksgiving dinner. By Cowan's Hardware, London, Ont.

Here is an attractive arrangement of a Thanksgiving display by the Bond Hardware Co., Guelph, Ont. It shows the leaves tinted by the frosts, always significant of Fall, and neatly printed cards emphasize the suggestion it is desired to convey. The lines shown include cutlery, silverware, etc., all plainly price marked.

Carving Sets and Roasters for the Turkey

It is for this latter reason that dealers have become accustomed to advertising carving sets, platters, and other food receptacles at this time of the year. Being a festive season, customers are perhaps in a more receptive mood for suggestions along this line. There is a psychological connection between the customer's visions of the Thanksgiving dinner and the dealer's endeavor to sell the articles mentioned as accessories to that festivity. This should be the basis of all displays, advertisements or other publicity done at this time.

Herewith are shown a sample window display and some advertisements of lines for the Thanksgiving season. These lines include cutlery, silverware, aluminumware, enamelware, etc. A good suggestion to make the display timely is to decorate it with branches and leaves tinged by the frost. Some neat cards are also used to carry the suggestion home.

Articles for all Stages of Thanksgiving Meal

The advertisement by Cowan's Colossal Hardware, London, Ont., emphasizes aluminum and enamel roasters for the Thanksgiving turkey followed with a mention of carving sets. Following out the progress of the meal, the last-mentioned article is the pie plate for the pumpkin pie. It would form the basis of a good advertisement to list the lines on sale to conform with the progress of the dinner.

Editorial Comment

THE ENFORCEMENTS OF THE HEADLIGHT ANTI-GLARE LAW

MOTOR fatalities in Ontario due to glaring headlights, and which have occurred since the passing of the new Headlight Anti-Glare Law, indicate the necessity of such a regulation being rigidly enforced at the earliest opportunity. There has been some misunderstanding of the recent step of the Ontario Government in putting into effect this law, due to newspaper reports that it was not to be enforced until January next. The situation really is that the Government is allowing motorists a little time to secure legal devices but nevertheless motorists who do not secure headlight devices in the meantime leave themselves open to prosecution, the matter being left to the discrimination of the magistrate. After January 1, 1921, the law will be rigidly enforced and every motorist will be compelled to have headlight devices which prevent glare. After that date the Provincial Highways Department will also prosecute offending motorists.

Some owners of automobiles will wait until the last minute to attend to their headlights. This element exists in every community. But if such motorists' headlights are the direct cause of any accident between now and January, 1921, the magistrate is empowered to make a prosecution for neglect to comply with the law. If the granting of further time to motorists to secure headlight devices is to extend the list of fatalities then it should be enforced rigidly at once.

INFLUENCE OF EARLY CLOSING REGULATIONS IS EXTENDING

THE reported action of the city of Winnipeg in enforcing its local early closing by-law respecting retail stores adds another city to the list of those which have found such action to be in the interest of local merchants. In the case of Winnipeg a petition signed by nine thousand citizens was presented in opposition to the enforcement of such a regulation but was practically ignored. Investigation by a representative of local retailers and clerks established the fact that a great many stores were remaining open at night particularly in certain sections of the city.

RETAILER TO PAY LICENSE FEE FOR PRIVILEGE OF COLLECTING TAXES

A NEW series of regulations governing the application of the luxury and sales taxes, to be effective on November 1, make necessary the taking out of licenses by retailers and wholesalers for which a fee of $2 and $5 respectively is charged.

Retailers have felt keenly the alleged discrimination against them as a class in connection with the taxes and the expression of their grievances through the trade press, among which Hardware and Metal has been particularly active, has brought some amelioration of conditions. There are still some grievances, however. To some dealers it looks like adding insult to injury to ask them to pay a license fee for the protection of the government's tax scheme and for the privilege of being a government tax collector, but it must be borne in mind that a tax measure is never a popular one.

The collection of taxes by the use of stamps makes the system more efficient and more productive from the government's point of view, while the affixing of stamps and their perforation makes added work for the dealer.

Drastic regulations have been made as penalty for non-compliance with any section of the Act on the part of any dealer and it is demanded that dealers keep records for two years and that books be available for inspection at any time.

It is evident that the revised regulations have been decided upon after more thought than was given the original resolution, but where blanket statements made formerly in ignorance were very drastic in nature as result, the carefully planned regulations as now in force are equally drastic in effect though not seeming to be as comprehensive.

Selling 15,000 Rounds of Ammunition

How One Eastern Hardware Dealer Assisted in the Formation of a Local Gun Club Which Used 15,000 Rounds of Ammunition and a number of Targets at a Recent Tournament—Trapshooting Vogue is Spreading Rapidly—Begin at Home With a Modest Set

THE vogue of trapshooting is spreading faster than at any time in the history of sport. Since the war many of the returned boys have been showing a longing for some means to retain the art at which they had so much practice. Every hardware man is in a position to start a gun club, or to interest his customers in trapshooting.

All trap enthusiasts do not get their start on regulation grounds. Often the love for the sport begins in a small way, and for this reason the dealer can realize how important it is to give considerable attention to the sale of small trap outfits. Right here is the opportunity to sell small gauge shot guns, hand traps and lots of ammunition.

It is not only the men who will be interested in these small outfits, but the boys and women will absorb the idea so strongly that as soon as they acquire experience they will be quick to fall in line for the real thing.

There is no reason why the gun and ammunition department of any hardware store should not be developed until it ranks as important as the automobile accessory department which has proved to be a great success.

To be a successful merchant it is necessary to do more than supply demand.

Create Demand First

The men who are making the most headway are the ones who create the demand first and then do the supplying. The proprietors of many hardware stores have founded golf clubs, and later reaped a good reward when the citizens became interested, by having on hand a good stock of golf supplies to meet the demand they themselves created.

Gun clubs, according to the experience of all dealers who have been connected with them, are business getters, and many a member who gets interested in the sport wants to buy the best gun the market affords for his own use when he goes after the birds. Of course ammunition sales are increased, and it will pay the dealer to encourage the organization of clubs by offering medals and trophies for competition among the club members.

Trapshooting Associations Extending

Gun clubs are springing up all over the country, and many shooters forecast that before long every town in Canada will have at least one trapshooting association. There are many very small towns in Eastern Canada that are able to boast of having a flourishing gun club, and this year has seen the forming of it. The formation of a club is a very easy matter. The following is an example of the method applied by one go-ahead club.

Two or three gun enthusiasts, one of them a member of a hardware firm, got together and talked things over. The next evening there appeared in the local newspapers an advertisement asking all persons interested in trapshooting to meet at an hotel on a certain evening. On the evening specified about 20 men turned up and a very enthusiastic meeting took place. A date was fixed for a meeting to organize the club, each man pledging himself to bring at least one friend. This club now has over 100 members, and more citizens are becoming interested every shoot. A tournament was held recently and 15,000 rounds of ammunition were used. This means that 15,000 cartridges and a larger number of targets were sold by dealers, which would never have been sold had it not been for the energies of two or three men, and mainly the energy of the man connected with the hardware business.

What this man has done can be done by all hardware merchants, and the sale of ammunition, shot guns and clay pigeons made an important end of their business.

Important Notice to Exporters

DRAWBACK claims filed after 31st December, 1920, are limited to goods exported during period of one year; claims must be presented within six months from date of last entry covered by claim.

Firms engaged in export trade are notified of the foregoing important change in the customs regulations, effective December 31st, 1920, relative to drawback claims covering exported goods.

The new regulations, established by order-in-council, were issued by the Department of Customs on the 14th April, 1920, and will be found in the Department of Trade and Commerce "Weekly Bulletins" Nos. 848 and 528, dated May 3rd and August 23rd respectively.

Clause 5 of the regulations reads as follows:

"Claims for drawback submitted after the 31st day of December, 1920, shall not cover goods exported for more than one year and must be presented to the customs with complete evidence attached within a period of six months from the date of the last export entry covered by the claim."

The Commissioner of Customs states that no drawback claim submitted to the department after December 31, 1920, as covering exported goods, will be approved for payment unless the claim is filed with the proper customs officer within six months of the date of the last export entry covered by the claim; also it is required that the claim shall only cover goods exported during the period of one year. Of course there is no objection whatever to the claim covering a shorter period.

Note.—The limitation of time only applies to the time within which the goods have been exported. There has been no change in the provision that to be entitled to drawback the materials used must have been imported within three years of the date of exportation of the manufactured article.

BIG INCREASE IN CANADIAN TOOLS GOING TO SOUTH AFRICA

W. J. Egan, Canadian Trade Commissioner in South Africa, reports that the value of the imports of Canadian tools and implements into South Africa increased from $2,000 in 1913 to $459,000 in 1919. There is not the same demand for Canadian pickaxes as there is for shovels. The Western Cape Province uses more shaped handles than the other Provinces, where the D-shape is more popular. Canadian axes, hatchets, hammers, saws, wrenches, and forged tools have also secured a good footing. The bulk trade by the wholesale importers is in staple and cheap tools of all kinds. The better-grade mechanics' tools are handled almost entirely by retail stores. There is a constant demand for hoes and picks as used by the natives, but there does not seem to be much keenness in Canada to supply these implements. Ploughs, harrows, and parts were imported from Canada to the value of $632,800 last year, and in reaping and mowing machines the imports from Canada were valued at $14,550. Other agricultural machinery, including spades, rakes, forks, etc., accounted for $95,500.

News of Western Canada

Marshall Wells Co. Open in Moose Jaw

Former Warehouse of Gray-Campbell Co., Moose Jaw, Purchased by Winnipeg Wholesale Hardware—Business to Be Commenced at Once.

MOOSE JAW, SASK.—It is stated that Marshall-Wells Company, Ltd., wholesale hardware firm of Winnipeg, Man., has purchased the old warehouse and site of the Gray-Campbell Company, 574 High Street West, and will open up a wholesale hardware warehouse at once.

The purchase of the site from the Gray-Campbell Company has just been completed. The property consists of 100 feet frontage on High Street and 120 feet on Sixth Avenue. It is served by a C. P. R. spur track and there is a two story brick building on the corner of High Street and Sixth Avenue, and a one story warehouse covering the greater part of the property.

The premises are being purchased by the Marshall-Wells Company to be used as temporary premises for this winter, and construction of their new premises will be commenced in the spring.

The building was built by the Gray-Campbell Co., and was used by them for seven years prior to the occupancy of the Douglas building on Main Street, where the Western headquarters of the firm is now situated.

The Marshall-Wells Company will take over the major portion of the buildings immediately and the remainder as soon as the present occupants vacate.

Details of Western Consolidation

Merrick-Anderson Building Paper Factory Also Absorbed to Be Under Management of J. A. Merrick—Will Mean Economy in Operation.

WINNIPEG. — Supplementing the announcement which appeared in last week's issue of Hardware and Metal concerning the consolidation of the wholesale hardware firms of Marshall-Wells Co., Ltd., and Merrick-Anderson Co., Ltd., the following statement is now given out:

The consolidation of Merrick-Anderson Co., Ltd., and Marshall-Wells Co., Ltd., wholesale hardware merchants of Winnipeg, also includes the absorption of the Merrick-Anderson building paper factory at Elmwood. T. L. Waldon, who will continue vice-president of the Marshall-Wells Co., Ltd., states that the wholesale hardware business of the two companies will continue under the name and trade mark of the Marshall-Wells Co., Ltd., while the paper factory will be continued under the Merrick-Anderson Co., Ltd., name and trade marks. G. W. Merrick will become a director of the Marshall-Wells Co., and the building paper factory will be under the management of Joseph A. Merrick. Mr. Waldon has been connected with the wholesale hardware business in Winnipeg for twenty-five years, fifteen years of that time being spent with the Marshall-Wells Co., Ltd. Both firms have a good standing and the consolidation is expected to mean economy in operation and more efficient service. The department managers, staff and travelling salesmen of Merrick-Anderson Co., will continue with the new organization.

New Cordage Plant in British Columbia

With a capacity of 8,000 pounds of hemp per day, a new cordage plant will be opened in New Westminster, B.C., this month to supply not only the British Columbia market, but also that of the Prairie Provinces.

The new plant will represent an investment of $260,000, of which, it is said, the Provincial Government loaned $200,000 and the remaining $60,000 has been subscribed by the stockholders. The plant will be under the management of John Passmore. The first product is expected to be turned out by October 15. The building is ready for occupancy and part of the machinery has been installed.

Eston, Sask.—A new hardware store has commenced business here under the name of Moore's Hardware Ltd.

Western Notes

Victoria, B.C.—W. R. Herbert has been appointed general sales manager of the British America Paint Co., Ltd.

Estevan, Sask.—Holmgren Bros., who have heretofore been carrying a line of hardware and groceries, is discontinuing the grocery business.

New Store Opened Following Fire

Watson, Sask.—Smith Bros., hardware, moved into their new building on October 1. The main store is 70 ft. by 30 ft, and an oil house adjoining is 20 ft. by 20 ft. The building is of brick and tile, absolutely fireproof. W. F. & J. L. Smith are brothers. They started business in 1907 and last Christmas their old store was burned.

T. Cope Appointed Assistant Buyer for Wood, Vallance Ltd.

Weyburn, Sask.—Terry Cope has been appointed assistant buyer for the Wood, Vallance Hardware Company at Regina.

Coming to Weyburn in 1912, Terry Cope entered the employ of McKinnons Ltd., in their hardware department, where he remained until going overseas in 1915. Upon returning to the city in 1919 he took charge of the department but later resigned to assume the managership of the branch of the Winnipeg Oil Company in the city, which position he has since held.

Retail Clerks of Winnipeg Form Association

Winnipeg. — (Special.) — A meeting is to be held this week for the purpose of organizing an association of the retail clerks of Winnipeg. Temporary officers announce that the association hopes to include in its membership the majority of the 5,000 retail salesmen and clerks in the city.

The association is the outcome of a temporary organization of clerks and salesmen, which was formed for the purpose of urging on the city council the necessity of passing the early closing by-law. According to A. H. Galle, temporary secretary, one of the originators of the association plan, there is need for an organization embracing in its membership all salesmen and clerk employees in the retail business. The organization will not be in the form of a union but will be independent and will have as its purpose the bettering of working conditions in city stores and shops, he said. Strict enforcement of the early closing by-law will be one of the aims of the association.

Manitoba Retailers Hold Annual Session

Present System of Collecting Business Tax Should Be Changed—Commercial Education Endorsed—Officers Elected.

WINNIPEG (Special).—The annual convention of the Manitoba board of the Retail Merchants' Association, was held in the Board of Trade Bldg., Pres. A. G. Cox, Carman, presiding. Following the address of the president and the reading of the secretary's report, a number of resolutions dealing with various subjects in connection with the association were passed. Among the more important were the following:

Business Taxation

"Whereas the tax commissions appointed by the city of Winnipeg and the Province of Manitoba, both recommend that the present system of collecting the business tax should be changed in view of the irregularities which exist, be it resolved that the executive take this matter up with the Provincial Government with a view to having the recommendations of the commissions put into effect."

School Books Sales Tax

"That we endorse the action of the association in requesting that the sales tax on school books be removed."

Commercial Education

"That whereas the University of Manitoba has offered commercial education in the form of evening lectures and courses, both of which have proven of great value to those engaged in business, therefore be it resolved that this meeting request the executive to co-operate with the advisory committee on commercial education of the University of Manitoba in the development of a department of business organization and research."

Freight Rates

"Resolved, that this meeting endorse the action of the Winnipeg Board of Trade in deciding to appeal the question of freight rates."

Fire Prevention

"Whereas by a proclamation, His Excellency the Governor-General-in Council has set apart October 8 as Fire Prevention Day, therefore be it resolved that this association co-operate with the Fire Commission of Manitoba in regard to fire prevention."

Community Clubs

"Whereas it is desirable that the work of community development be continued in the Province of Manitoba, therefore be it resolved that your executive take such steps to have a department of community organization and development established under the direction of the Department of Education, so that the clubs so formed will be able to take advantage of the service of the various departments of the Provincial Government."

Officers elected as follows: Hon. president, A. G. Cox, Carman; president, A. F. Higgins, Winnipeg; 1st vice-president, T. A. Canell; 2nd vice-president, W. E. Crawford; hon. secretary, H. M. Dunham; treasurer, J. W. Kelly. Members elected to represent the province on the Dominion board were: A. F. Banfield, H. M. Dunham, T. A. Connell, W. E. Humphries, and C. F. Rannard.

Enforce Winnipeg Closing By-law

Large Number of Stores Were Remaining Open—No Hardship on Returned Soldier Store Owners—Petition of 9,000 Citizens for Stores to Remain Open Had Little Influence.

WINNIPEG.—The Early Closing of Shops by-law is to be immediately enforced in Winnipeg. This matter, which has occupied so much attention of the council during the past few months was finally disposed of when the market, license and relief committee's recommendation that no action be taken to amend the present by-law was endorsed by the council. The acceptance of this recommendation means that the by-law will immediately come into force.

The committee submitted that it had fully considered the question of referring the question to a referendum of the people and asked that no such action be taken, but that the former finding of the committee that the city has no jurisdiction to restrict or prohibit the sale of goods so long as a shop is allowed to remain open and that no action be taken to change the present by-law be concurred in.

R. Stark, who claimed that he represented 100 per cent. of the owners of "one man stores and the retail clerks," urged the council to immediately enforce the by-law as it now existed. He stated that representatives of the interests which he represented had made a canvass of the city to ascertain the number of stores which were being kept open after hours. They found open after 6 o'clock in the evening, 23 stores in Ward 1; 24 in Ward 2, 52 in Ward 3; 32 in Ward 4; 24 in Ward 5; 16 in Ward 6, and 31 in Ward 7. Mr. Stark added that a number of small dealers stated that while they were complying with the law it was proving a great hardship on account of the fact that others were keeping open after 6 o'clock.

It had been claimed that the enforcement of the by-law would create a hardship upon returned soldiers, who, since returning from overseas have opened small stores in the city. Mr. Stark submitted figures compiled by the canvassers, which, he claimed, showed the class of citizens who were keeping their stores open after 6 o'clock.

	Foreign	British	Returned
Ward 1	4	11	1
Ward 2	20	4	2
Ward 3	43	9	1
Ward 4	27	5	0
Ward 5	21	3	0
Ward 6	16	0	0
Ward 7	17	14	3

R. A. Bonnar appearing for the Small Stores' Association, urged that a referendum be taken on the question. He reminded the council of the petition signed by 9,000 citizens urging the council to amend the by-law to allow certain stores to remain open, and submitted that this petition was surely worthy of consideration.

Upon the matter being further discussed by the council the recommendation of the committee that the by-law be enforced without amendment was concurred in with but one dissenting voice.

Cheaper Alcohol for Industries

Ottawa.—A change in the regulations governing the denaturing of alcohol for industrial purposes has been made with a view to making industrial alcohol available to the arts and industries at a more reasonable price than the present. Circulars are being sent out by the Department of Inland Revenue authorizing the manufacture and sale without restrictions of a new grade to be known as grade two benzol. The denaturants used in this are benzol, nitrobenzol and pine oil, and the cost of these denaturants will be very small as compared with the cost of methyl alcohol, which was formerly the only denaturant allowed to be used. The cost of the denaturant was responsible in a large measure, it is stated, for the high cost of industrial alcohol, and therefore a committee, composed of three members from the Department of Inland Revenue with two from the research council held several meetings to decide on the form of a new and cheaper denaturant to be allowed. This has now been set forth in the circulars which are being issued from the department.

While nine distilleries have been licensed for the manufacture of industrial alcohol, it is stated that only two have yet begun the work. The operation of prohibition in Canada had reduced the output of the distilleries to a great extent, and some of them had closed down entirely. As a result there is a great shortage of alcohol for industrial purposes, but it is expected that within a short time several distilleries will be manufacturing industrial alcohol, which has been spoken of as the successor of gasoline as a motor fuel.

Events in the Trade

Business Changes

La Tuque, Que.—Fortin & Gauthier, hardware merchants, have effected a dissolution.

Melbourne, Ont.—Pettit James has sold his hardware business to J. Staples and is now located in Strathroy.

New Firm

Ottawa.—John W. Newton has commenced a new hardware business here.

Change of Address

Toronto.—The Oak Tire & Rubber Co., Ltd., of this city, have moved to 258 Victoria Street, Toronto.

Incorporations

Canadian Flashlight, Ltd., has been incorporated with a capital of $2,000,000 to manufacture electrical devices, flashlights, signs, and electrical goods of all kinds, their chief place of business to be at Vancouver, B.C.

The Haupt Company Ltd. have been incorporated with a capital of $50,000 to manufacture iron, brass, copper, tin, steel and metal products of all kinds, etc., their chief place of business to be at Montreal, Que.

Fulton Motors, Ltd., has been incorporated with a capital of $2,000,000 to manufacture automobiles, motor cycles, bicycles, tricycles, accessories, parts, machinery tools, tires, oil, gas and gasoline, etc., their chief place of business to be at Toronto, Ont.

National Castings, Ltd., has been incorporated with a capital of $50,000 to manufacture iron, steel, and all other metals from ore to the finished product, iron manufactures, etc., their chief place of business to be at Belleville, Ont.

Ramsay Kelly Co., Ltd., have been incorporated with a capital of $50,000 to manufacture tacks, locks, paints, tubs. piping, wire, roofing, general hardware fixtures, etc., their chief place of business to be at Montreal, Que.

Canadian Flashlight Ltd., have been incorporated with a capital of $2,000,000 to manufacture electrical devices, flashlights, signs, circuit interperator, electrical goods of all kinds, etc., their chief place of business to be at Vancouver, B.C.

Guarantee Batteries, Ltd., has been incorporated with a capital of $300,000 to manufacture batteries, etc., their chief place of business to be at Guelph, Ont.

To Manufacture Hardware Accessories

Montreal.—The Richmond Wire & Iron Company, Limited, with offices and works at Richmond, Que., contemplate the erection of a plant at the above address for the manufacture of wire goods, stamped metal goods, electrical goods, automobile specialties, metal fittings, augur bits, and various lines of drop forgings. Among the objects of the company, as set forth in its prospectus, is that of selling direct to hardware dealers the lines made in its factory, and particularly a number of lines that are now being imported. Interest in the company is being offered hardware dealers, and those holding stock will be entitled to buy their requirements, the outlined policy of the company states, at a discount of 10 per cent. over regular trade discounts.

It is stated that property and other rights have already been secured and that plans have been prepared for the erection of the first section of the factory, this to be erected in units as required.

Chas. Dufresne Died Suddenly

Montreal.—Gustave Charles Dufresne, son of the late Louis P. Dufresne, passed away at Longueuil, opposite Montreal, on Sunday last at the age of forty-one. Mr. Dufresne had been at his work on Friday last, and the news of his demise came with startling suddenness to his many friends, although he had suffered severe illnesses during the past year which severely taxed his strength, and from which he had not enjoyed complete recovery.

For over eighteen years, the late Mr. Dufresne had been associated with the wholesale hardware firm of Lewis Bros., Ltd., at Montreal, as a salesman. Here he had become widely known to city and country customers, and his affable nature drew many to him. Prior to this he was connected with A. Prud'homme & Fils, wholesale hardware, Montreal. He was unmarried, and had resided for some months past at Longueuil. The remains were interred at Cote des Neiges Cemetery, Montreal, on Wednesday.

Restrictions Removed from Export of Oil

Bucharest.—All restrictions on the export of petroleum from Roumania have been removed.

Western Ontario News

London, Ont.—The wedding was solemnized at St. Paul's Cathedral, London, Ont., on Saturday afternoon, of Miss Helen L. Reid, daughter of Mr. and Mrs. Robert Reid, and Russell H. Beattie, proprietor of the Russell Beattie hardware.

H. H. Todd, of the Hamilton Stove and Heater Co., Hamilton, has been appointed general manager of the Canadian Malleable Iron Co., at Owen Sound in place of A. Gutenkunst, who is going to Milwaukee, where he will go into business for himself.

Work was commenced at London, Ont., this week on the first factory building in connection with the $3,000,000 plant to be erected by the Ruggles Motor Co., of Alma, Michigan.

Wood, Alexander & James Building Nearing Completion

Hamilton.—The new warehouse and office of Wood Alexander James, Hamilton, Ont., is now nearing completion with the most modern equipment to facilitate service.

Beside the main building which covers a large area, the iron warehouse has several acres of floor space.

The entire plant is of fire-proof construction, being built of steel, brick and cement.

Welland Steel Works Closed Down Last Week

Welland, Ont.—The Electrical Steel and Metals Company, Ltd., has ceased operations. The closing down came as a complete surprise to the general public. The plant has been a big asset to Welland since its inauguration about seven years ago, doing a big business and employing, at times, as many as four hundred hands.

Mr. G. C. Mackenzie, the general manager, states that the unfavorable conditions of the market are responsible for the officers of the company deciding to discontinue production.

Tire Company Manager Honored

Montreal.—On the eve of his departure for Toronto to assume the management of that branch, Joseph Lobraico, Montreal manager of the K. & S. Tire & Rubber Goods Company, was made the recipient of a gold chain and a cigar cutter by a number of associates. The presentation was made by D. Carroll, and following this an impromptu concert served to bring a happy evening to a close.

Social Function at Opening of New Weaving Mill

Hamilton, Ont.—An "At Home" was given by the B. Greening Wire Company to their employees in connection with the new weaving mill which is now almost ready for occupancy. A fine musical programme was provided, at the conclusion of which refreshments were served, the balance of the evening being spent in cards and dancing.

Two very pleasant events of the evening were the presentation by Mr. Fred Rutherford on behalf of the company of sweater coats to the Crescent ball team, who won the shop championship in the baseball league, and the presentation by Mr. Ed. Grader, of a beutiful silk Union Jack to Mr. H. B. Greening, the president of the company.

For the dancing, Mr. Robert Jackson acted as floor manager. Mr. Nat Greening, of Warrington, England, was a guest.

Mr. Frank Maw, secretary-treasurer of the company, and Mr. D. F. Griffith, sales manager, assisted to make the event a success. The affair was in charge of the executive of the recently formed veterans' organization of the company.

When the machinery is all installed in the new weaving mill the capacity for turning out black screen cloth will be increased 25 per cent.

To Build Big Wire Factory

Hamilton.—Plans for the construction of a large wire mill have been prepared by the Steel Company of Canada. The site recently secured from the city, at the blind ends of Cathcart and Murray Streets, will be utilized. The present factory on Wellington Street will be extended to the west, at a cost of $250,000, and will provide employment for 300 additional hands.

The Oneida Community Ltd. to Extend Plant

Niagara Falls.—The Oneida Community, Ltd., will erect three new buildings near its plant here. The grounds have been staked out and the contracts will be let immediately. The purpose of the new buildings is to make the Canadian plant independent of the parent factory in Oneida, N.Y. Until now the product has come into Canada partly finished. Now the entire process will be completed in Canada.

Seven Lindsay Industries Requested to Close Down

Lindsay, Ont.—Seven local industries have been requested to shut down their plants one day a week by the Hydro-Electric Company because of the great shortage of water power in the Trent Valley District. At a meeting of the town council a protest was lodged in shape of a resolution to Premier Drury claiming that Lindsay was being discriminated against in the matter of electric power.

First Run of Metal is Made at Baldwins

Toronto.—The first "run" of plates was recently made at the plant of Baldwins, Ltd., in the Ashbridge industrial area. The machinery and cranes operating the buckets containing the molten metal from the furnaces was set in operation by a number of Toronto ladies, who also set the rollers in operation. Over 500 men are now employed at the works and the number is to be increased in the near future.

Br.-American Safety Razor Co. In Britain and Canada

The British-American Safety Razor Company, Limited, will be launched within the next few weeks in England to take over nearly all of the foreign business of the American Safety Razor Corporation. George L. Storm, chairman of the board of the latter company, will sail for England on October 12 to organize the British concern. The British-American Company will take over all patents, trade marks and rights to use automatic machinery from the American Safety Razor Corporation, and will operate throughout the world except in North and South America, the Philippines, Japan and China. A company similar to the British company will be formed to handle Canadian business. The company will be underwritten by the same interests underwriting the British-American Company.

Edison Opening St. Thomas Plant

St. Thomas, Ont.—An important business transaction which will have much effect upon the industrial development of the city of St. Thomas, was announced, when the Canadian Edison Phonographs, Ltd., concluded the purchase of large factory buildings here. The new corporation, which is the Canadian branch of the Edison Company, of Orange, N. J., will engage in manufacturing phonograph cabinets and the assembling of cabinets and phonograph mechanism for the Canadian trade, and eventually for the export trade for all parts of the British Empire.

All Taxes May be Due for Revision

Advices from Ottawa point to the strong probability that the coming session of Parliament will see considerable variation in the taxation measures of the Government. The business profits tax is likely to go, and possibly the luxury tax may be replaced by the sales tax. It will be recalled that the business profits tax was renewed this year, despite very strenuous objections from business interests which represented it to be an impediment to commercial and industrial expansion. The Minister of Finance was not enamored of it, but took the stand that money had to be raised and this was a fixed and proven source of revenue. The additional taxes levied and the revenues now accruing from them suggest the dropping of the tax on business in the new budget. While there is less talk about it, some proposals are being considered of modifying the luxury tax.

New Buildings for E. C. Atkins & Company

Two new buildings have recently been added to the plant of E. C. Atkins & Co., Indianapolis, Ind. As soon as the additional story to the handle factory was completed, a four story addition to the power plant and a three story building was started. The two new buildings will give additional floor space of about 60,100 square feet. The first floor of the power plant building is to be used as an engine room from which the company will generate its own electricity. The other three floors will be used for factory purposes.

SOME MISUNDERSTANDING OF ONTARIO HEADLIGHT ANTI-GLARE LAW

Owing to the fact that certain reports in circulation have been misrepresenting the situation by stating that although the New Ontario Headlight Anti-Glare Law has been passed it is not effective until after January, 1921, Hardware and Metal has definitely ascertained from the Provincial Highways Department that Ontario motorists are liable to prosecution immediately for not complying with the Act. The matter of their prosecution is wholly left to the discrimination of the magistrate. The reason it will not be rigidly enforced until after January, 1921, is to acquaint people with the law and to give the motorist time to decide on a device.

After January, 1921, the Provincial Highways Department may prosecute any motorist not complying with the law. In the meantime, for his own protection the motorist should be urged to adopt an authorized device.

Newsy Notes From Here and There

Montreal.—E. J. Henderson, of Windsor, Ont., an ex-president of the Canadian Manufacturers' Association, is reported seriously ill in the Royal Victoria Hospital of this city.

* * *

Montreal.—David Griffith of the Dominion Wire Company, Hamilton, was a visitor to Montreal this week. J. W. Albiston, travelling representative of Russell & Erwin Mfg. Co., New Britain, Conn., called on Montreal trade this week. Alex Gibb, manufacturers' agent, Montreal, was in Ontario points last week calling at Meaford, St. Catharines, Toronto and other Ontario centres.

* * *

Montreal.—R. M. Cruise, representing Corbin Cabinet Lock Company, of New Britain, Conn., was in Montreal during the week. Harry James, of Shurly and Dietrich, Galt., Ont., called on the Montreal trade this week. Mr. Stevens representing Wallace Brothers, of Wallingford, Conn., was a trade visitor to Montreal during the week.

* * *

Montreal.—James Bodel, buyer for the hardware department of the Hudson's Bay Co., Ltd., Calgary, was in Montreal this week. Among those attending the annual meeting of the Canadian Wholesale Hardware Association this week at Toronto were Past-president Jos. Dowling, Vice-pres. Col. Robert Starke, R. H. McMaster, and H. T. Diplock. It was hoped that other members of the association could also attend before the sessions closed.

* * *

Montreal.—John Richardson, representing Richardson & Bureau, manufacturers' representatives, left on Wednesday for Western Canada and will go right through to Vancouver. Mr. Richardson will visit the principal Western points and will be gone about a month. Frank W. Moore, with the Fitzgerald Manufacturing Company, Torrington, Conn., was a visitor to Montreal last week.

* * *

Toronto.—The following were among the visitors to H. S. Howland Sons & Co.: Percy J. Virgrass, Seguin Falls; Kennedy and Son, Georgetown, representative of Chalmers Bros., Palmerston; J. I. Kitchen, Schomberg, representative of Chas. Day & Son, Streetsville; L. Stewart, Thistleton.

H. T. Macintosh, Locust Hill, R. Blain, Brampton, H. Spafford, Elmira.

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Toronto.—A. B. Lyall, for several years city representative for Stewart & Wood, Ltd., has gone to Vancouver.

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Toronto.—The following were among the visitors to McClary Manufacturing Co.: Representative of Padgett & Hay, Agincourt; J. A. Henderson, Brampton; and Messrs. Matthie of Boxall and Matthie, Lindsay, and Smith of Smith & Schaefer, Bolton.

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Toronto.—James A. Hossack, sales manager of the Lufkin Rule Co., leaves on Tuesday for an extended trip in Western Canada.

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Toronto.—Fred Muxon of Picton was a visitor to Gurney Foundry Co., Ltd.

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Hamilton, Ont.—Robert J. Lavelle, manager of the Hamilton Whip Co., recently joined the benedicts, having been married at St. Andrew's Church, Oakville, to Miss L. E. Moore.

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Allandale.—Five stores in Allandale were broken into last week. J. S. Brunton's hardware store was among those entered, where a small amount of cash was secured.

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Stirling, Ont.—McGee & Lagrow's hardware store was visited by thieves last week.

* * *

Cayuga.—Murray's hardware store was robbed early this week. Three revolvers, one rifle and forty boxes of cartridges were taken. The thieves broke a rear window to enter and left a door open. The money in the till was untouched. There are no clues.

Hardware Letter Box

STOVE BRICKS

MacKenzie & Co., Fort William, Ont.—Can you advise us who makes fire bricks and linings for Quebec Heaters in Canada?

Answer.—The following are some of the manufacturers of stove bricks:

R. Campbell's Sons, Hamilton, Ont.

Dominion Sewer Pipe Co., Ltd., Swansea, Ont.

Hamilton & Toronto Sewer Pipe Co., Ltd., Hamilton, Ont.

Montreal Fire Bricks Works Co., Ltd., Montreal, Que.

Standard Clay Products, Ltd., St. Johns, Que.

The Toronto Fire Brick Co., Mimico, Ont.

H. Case & Co., Toronto, Ont.

CALCULATOR OR TALLY REGISTER

Collingwood Hardware Co., Collingwood, Ont.—Could you inform us where we could get a pocket checker or calculator?

Answer.—We fancy the article you require is what is usually known as a tally register and these can be procured from most wholesale hardware jobbers. The following have them in stock:

H. S. Howland Sons & Co., Ltd., Toronto.

Rice Lewis & Son, Ltd., Toronto.

The Kennedy Hardware Co., Toronto.

PEERLESS PREMIER STEEL RANGE

Hope & Son, Perth, Ont.—Kindly advise if possible who makes the Peerless Premier Steel Range.

Answer.—The Premier line of ranges are made by the Thos. Davidson Mfg. Co., Ltd., of Montreal, Toronto, etc., but they state they have not made a Peerless Premier. McIntyre & Taylor, 501 Queen St. W., Toronto, can furnish repairs for this stove but has no record of the maker.

MEASURING TABLES

F. W. Miskelly, Smith's Falls, Ont.—Can you tell me where I can procure measuring sheets like part enclosed?

Answer.—The set sent are now out of print but a simliar set of tables is given in the McClary Mfg. Co., Ltd., catalogue. You will also find several sets of tables of this nature in the "Modern Sheet Metal Workers' Instructor," published by F. J. Drake & Co., Chicago, U.S.A.

RICHELIEU UNION SCALE

Emerson & Fisher, Ltd., St. John, N.B.—Can you inform us who manufactures the Richelieu union scales?

Answer.—We understand that this was manufactured by the Richelieu Scale Works of Montreal, but that they are now out of business.

TWO TUB POWER WASHING MACHINES

Whyte & Orr, Ltd., Heisler, Alta.—Can you advise us of names of firms manufacturing or distributing two tub washing machines?

Answer.—The J. H. Ashdown Hardware Co., Ltd., Winnipeg and Calgary, are Canadian agents for Voss Bros. Mfg. Co., of Davenport, Iowa, who make these machines. Other makers are: The One Minute Mfg. Co., Newton, Iowa; The Dexter Co., Fairfield, Iowa; The Meadows Mfg. Co., Bloomington, Ill.

Cannot Supply Gas for Heating in Windsor

Windsor, Ont.—Local consumers of natural gas, who depend upon it for heating as well as other domestic purposes, were notified by the Windsor Gas Company that they should not rely upon sufficient gas for heating this winter, and they are urged to lay in a supply of coal.

Canada Has a World Market Through London

Production of Pig Iron, Ferro Alloys and Steel Ingots Shows Slight Decrease Over 1918 Period—Slight Increases Registered in Production of Rolled Iron and Steel Products.

An Interview by A. H. ILLSEY of Hardware and Metal with H. Stewart.

MONTREAL.—That Canada has a wonderful opportunity to keep her factories busy without interruption by way of exporting her surplus manufactured products, is the opinion of H. Stewart, manager of the Gourock Ropework Export Company, Limited, Montreal. Mr. Stewart returned on the Metagama from an extended trip to the British Isles, and from observations while there, as well as through discussions with business men in Belfast, Glasgow and other centres, he is satisfied that the Canadian manufacturer who really wants an outlet for any surplus products he has will find an unquestionable opportunity for development right now. "There is a well-defined desire to trade with the colonies, and especially with Canada," said Mr. Stewart to Hardware and Metal. "They really are showing a preference for development along these lines, and because of the facilities they have, as a result of increased production during the war, they are arriving at the point where exporting on a large scale will be possible very soon. The large factories that have either been purchased or built they desire to keep in operation, and this will enable them to do an increased export trade."

Is Interdependent

The foregoing ilustrates that British manufacturers are looking ahead with a view to increasing their output via the export route. And they will do so vigorously, by entering into competition with other manufacturers and meeting prices.

Mr. Stewart indicated that many diverse products would be saleable. The fact that a given manufactured article may be made in Great Britain does not mean that a competing line would not sell. But, as Mr. Stewart said, it is necessary to have the direct representation.

The extent to which manufacturing plants can be kept operating will guide the future of prices.

In referring to the present conditions in Great Britain, Mr. Stewart said that everywhere prosperity was evident. All classes reflected the better conditions under which they were living, and those working for wages were especially well-to-do. This will very probably continue.

From the standpoint of industrial activity Mr. Stewart said that the English Government had, apparently, been prepared for the present threatened crisis among the coal miners. Stocks of coal have been laid in; plants are, in many cases, well supplied with coal to carry them along for some time, and there is not so much alarm prevalent there as is indicated in press reports. Besides this, Mr. Stewart asserts that large sections of opinion, even among union men, are opposed to the idea of striking.

One of the interesting things noticed by Mr. Stewart while away was the evident intention of the masses to purchase with greater care, and this will have its own bearing on the future of prices generally.

Greater Restriction in Buying Firearms Advocated by M.P.

Montreal.—That 75 per cent. of the murders committed in Canada were committed with small firearms, was the declaration of Mr. Robert Bickerdike, ex-M.P., at a meeting of the Canadian Prisoners' Welfare Association, held at the Windsor Hotel.

In his view there should be much greater difficulty in buying revolvers.

Trade Enquiries

The names of the firms making the inquiries given below, with their addresses, can be obtained only by those interested in the respective commodities upon application to HARDWARE AND METAL.

Please Quote the Reference Number When Requiring Addresses

2046. **Commission Agency in British Honduras.**—A wholesale commission house in Belize, British Honduras wish to represent Canadian firms prepared to export the following products: Wire (fence, barbed), corrugated zinc for roofing, cartridges and firearms, hardware, crockery, toys, etc.

2033. **Iron or steel bars.**—Firm in Scotland are open to receive quotations for the following, each 5 tons: iron or steel bars, 1½-inch by 1½-inch by ¼-inch angle by 20 to 21 feet; 2-inch by 2-inch by ¼-inch angle by 20 to 21 feet; 3-inch by 3-inch by ½-inch angle by 18 to 20 feet.

2034. **Galvanized solid wire and barbed wire.**—Firm in Scotland are open to receive quotations for the following: 3 tons No. 8 galvanized solid wire; 3 tons No. 7 galvanized solid wire; 2 tons No. 8 galvanized solid wire; 4 tons galvanized barbed wire, four points 6 inches apart.

2035. **Mild steel bolts and nuts.**—Importers in Scotland are desirous of getting into touch with Canadian manufacturers of these in small sizes from ¼-inch thick up to ½-inch.

Catalogs and Booklets

UNIVERSAL VACUUM CLEANER

Landers, Frary & Clark, New Britain, Conn., have issued a booklet on "How to Use and Care for the Universal Vacuum Cleaner." Information and instruction is given on the care and use of the cleaner and includes voltage range, removing and cleaning the bag and brush, directions on oiling and how to attach hose, use of attachments for upholstery and furniture, draperies and curtains, mattresses and pillows, floor coverings and blower attachment. First aid instruction if cleaner fails to operate satisfactorily is also given and card is attached for purchaser to fill in and mail to factory, upon receipt of which guarantee is sent.

"THE KEY TO ZOURI."

The Consolidated Plate Glass Co. of Canada, Ltd., of Montreal, Toronto and Winnipeg, are distributors of a catalog entitled "The Key to Zouri."

The Zouri system of metal store front construction is fully described in this catalog, which shows the latest methods of installing and securing plate glass in store fronts and similar locations and reducing to a minimum the danger of breakage which often occurs through improper settings.

A few of the Zouri features includes: 1. A rigid gutter, no yielding and no distortion; 2. Indirect screw pressure; 3. Glass is set on adjustable blocks; 4. Sash is key-set, permitting delicate adjustment; 5. Face moulding absolutely smooth; 6. Durably constructed of solid copper.

The methods of adjusting division, corner and three-way bars is clearly shown by diagrams and in a brief review it is impossible to cover the many features other than to add that the catalog is well gotten up, fully illustrated, shows many designs of store fronts and a copy should be secured by architects and by all merchants who intend building or installing new or altering existing store fronts.

"BUFFALO" STANDARD PIPE COIL HEATERS

Catalog No. 460 of "Buffalo" Standard Pipe Coil Heaters, manufactured at Kitchener, Ont., by the Canadian Blower & Forge Co., Ltd., is just to hand. This catalog has been prepared with a view to making it useful to architects and engineers in figuring the heating requirements for fan heating and ventilating work.

The numerous tables to be found in the catalog have been elaborated to include all conditions usually met with in practice and to enable the user to read the values direct. For unusual conditions tables are added giving curves, illustrating values for various steam pressures and air velocities. With the aid of these, it is stated, any condition can be taken care of and a Buffalo Standard heater can be selected to meet any requirements. The different points of superiority claimed for the Buffalo heater are fully described.

The standard heater is made up of one-inch full weight steel pipe screwed into cast iron bases and each section of heater is given a hydrostatic test at 100 lbs. before leaving factory. The heaters are usually made up in the return bend pattern, but open area pattern can be furnished when desired.

The Vento cast iron heater, designed especially for low pressure work is also listed and tables, for this heater are given in full. The catalog is finely printed on high-grade paper and is perforated for use with filing system.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

PRONTO FIRE EXTINGUISHER

The Pronto Co., 171 Yonge Street, offer what is claimed as the first practical fire extinguisher at a reasonable price. The Pronto fire extinguisher has but five parts, no valves, levers, pumps or costly complications, nothing to operate or get out of order. It is installed in a "foolproof bracket, and all that is necessary when a fire starts is to pull it from its bracket and dash contents into the blaze, when a heavy non-inflammable

Pronto Fire Extinguisher

blanket is immediately formed, which is stated will put out fire.

Pronto, while new in Canada, is a development of one of the world's largest corporations. It retails here at $3.75.

THE F. F. ROTARY RECTIFIER

The France Mfg. Co., 1021-31 Berea Road, Cleveland, Ohio, are offering a new battery charging apparatus to be known as the F. F. Rotary Rectifier.

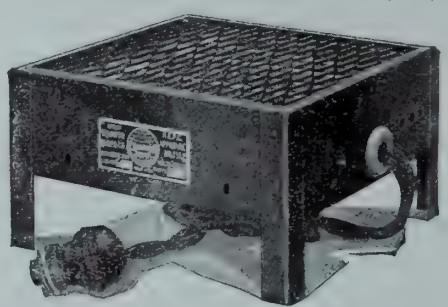
They claim that it combines all the good features of older forms of heavy charging apparatus with none of their inherent defects.

The alternating current passes through a revolving switch which causes negative and positive alternations to flow in the same direction, producing a full wave pulsating charging current.

It is said to be fully automatic and no danger is liable in night charging. The voltage and current regulator can be set at any desired value and raised or lowered gradually regardless of number of batteries being charged.

EQUATOR TOASTER STOVE NO. A9

The Equator toaster stove described as made by the Equator Manufacturing Co., of Hamilton, is of a different type to the upright style of toaster and can be also used for heating a kettle, fry-



Equator Toaster Stove

ing, etc. It is nickel-plated on steel, has exchangeable heating units and is fitted with plug and six feet of cord.

GLUE POT HEATER, NO. A10

The Equator Mfg. Co. are also making a glue pot heater, which should appeal to cabinet makers, carpenters, etc. It is strongly made of steel, finished in

Equator Glue Pot Heater

black, with a surface measurement of 6 by 6 inches, and has exchangeable heating units the same as their other goods.

NEVERBREAK FIRE SHOVELS

The Union Fork and Hoe Co., Columbus, Ohio, are offering a new line of fire shovels which they are marketing under the name of "Neverbreak" fire shovels and which are claimed to be both strong and light. They are said to be made of high grade material with handles that offer a good grip to the hand and have a correct curve.

HYRATE CADMO READER

The Service Station Supply Co., 30-32 Larned St., Detroit, Mich., are offering the trade a new invention under above title.

The Hyrate CADMO READER is a high grade voltmeter with combination handle and base, designed for many uses in connection with storage battery work. The principal uses are:

Voltage test of cells; cadium test, and polarity test.

A cadium test of a storage battery is the only method of determining which group of plates fails to give capacity

Hyrate Codmo Reader

or to become charged, and will locate defects.

The Hyrate Cadmo Reader is convenient to handle, and has two reading scales, one for cadium and one for voltage.

In its adaptability it is said to be much superior to other instruments upon the market, which sell for a higher price. The stationary spike, the supporting clip, as well as the flexible conductors, cadium and conductor contact points, are integral with the instrument itself, but can be easily renewed when necessary.

One striking advantage of the Hyrate Cadmo Reader over ordinary cadmium testers is its means of self-support while tests are being made, leaving the right hand free for recording readings or for other use.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

THE outstanding feature of hardware markets this week has been the reduction in prices of various cotton goods handled by the trade.

The lower prices are due to declines in raw cotton markets and have affected cotton rope, twines, sash and awning cords, lamp wicks, etc. Some grades of cotton waste are also lower.

A smaller reduction has been made in prices of manila rope and sisal.

Linseed oil and turpentine show another decline again this week.

Against the reduction noted, goods manufactured from iron and steel show a tendency towards higher prices and hammers and sledges are advanced in price. Farm and lawn fencing and gates, and netting also show higher prices and among other goods costing more are fence staples, snare and stove pipe wire, and some lines of wrenches. Wrapping paper has again advanced in price, reaching a high level.

The market is easier in some metals and lead shows a decline.

Prospects look better in bar iron and steel and in black and galvanized sheets for future deliveries, but present stocks are extremely low. Shortage due to lack of raw materials is still very acute on stoves and stove pipes, and manufacturers cannot keep pace with the demand.

The coming of cooler weather has caused a revival of business in town and country trade and seasonable goods are in large demand.

MONTREAL MARKETS

MONTREAL, October 7.—One of the noticeable features of the market this week is that of a decline on quite a number of goods. These lower prices apply, however, on goods others than those made of iron and steel. Notable among the reduced items are those of cotton rope and twines, sash cord, candle and lamp wick, wrapping twines, etc. This easing tendency was forecast last week in Hardware and Metal and there may be lower prices on some of these lines than those now prevailing. Razor strops are freer, and the better grades of these, some think, may be marked lower. Pure manila and sisal rope are marked lower, this resulting from outside competition, for the most part. Old materials and ingot metals are also softer, and some are reduced.

There has been a firming, on the other hand, of a number of lines more akin to the steel and iron lists. Hammers of various kinds, shoe lasts, hog rings, etc., are revised upward. Lubricating oils and wax candles, etc., are higher owing to increased freight rates. Wrapping paper is again higher this week. O'Cedar polishes and mops are marked higher. The "extras" on refined iron are higher, and are uncertain owing to scarcity.

While there is a quieter condition on some lines, orders from the country are satisfactorily frequent to meet the jobbers' wishes.

Heating Stove Trade Now Very Active

Montreal.

HEATING STOVES.—These are very short at the present time and a large Montreal manufacturer stated to Hardware and Metal this week that there will be an increasing shortage when the cold weather approaches. Shipments have been going forward to the trade very actively for some time but it is now apparent that there will be a real shortage this fall and orders are being turned down at the present time.

Fall Stove Trade Good; Firm Markets

Montreal.

STOVES AND RANGES.—The movement of cooking stoves and ranges at the present time is quite active and prices are very firm although there have been no actual advances. Manufacturers claim that they are working very close to production cost, and that with pig-iron high and coke scarce and high in price, together with maintained high labor costs, they are working on a very close and narrow margin.

Active Trade Now For Stamped Wares

Montreal.

STAMPED WARE.—A very active demand exists for stamped ware of various kinds, including enameled ware, tin ware and other lines of similar manufacture. The supplies are not abnormal but the trade is receiving fairly prompt delivery of requirements.

Stove Pipe Scarcity Seems Inevitable

Montreal.

STOVE PIPES.—While Canada plates are expected to be freer next year than they are at the present time, there seems little hope for a replenishment of stock this fall. The basis is very firm and a nominal price condition prevails in view of the scarcity.

Various Hammers Cost More Money

Montreal.

SUNDRY HAMMERS.—Among the hammer prices advanced this week are those of sledge and stone. Sledge hammers Nos. 45, 46 and 47 are selling at $20 per 100 lbs., Nos. 67 and 68 at $26, while stone hammers No. 48 are being quoted at $20 per 100 lbs. Striking hammers No. 6 from 3 to 5 lbs. are selling at $25; 5½ lbs., $20.

Hammer Prices Are Marked Higher

Montreal.

RIVETING HAMMERS.—In accordance with the general advance made on hammers this week various numbers of riveting hammers have been marked up. Among these are the following: 15G, per dozen, $11.75; 15F, $12; 15E, $12.55; 15D, $13.25; 15C, $14; 15B, $15.

Aluminum Ware Steady and Active

Montreal.

ALUMINUM WARE.—Retailers, jobbers and manufacturers all report an active condition as regards the sale of these products. The line has come to stay and appears to be making great headway. Prices are steadily maintained, and in view of the fact that manufacturers have no more than overtaken some of their long-outstanding orders it is doubtful if lower prices will prevail in the near future.

Automobile Accessories Are on Steady Basis

Montreal.

AUTO ACCESSORIES.—Prices on auto accessories have been maintained without change. There is a fairly good demand for them, and in view of the high cost of manufacture, any changes in the way of a decline will very probably be very gradual, and may be deferred for some time.

Chain Market Steady; Sales Fairly Active

Montreal.

CHAIN.—The market is firm at the recent advances and demand is fairly active at the present time. Doubtless the present basis will continue for some weeks at least.

Wheelbarrows May Be More Available

Montreal.

WHEEL BARROWS.—Manufacturers of steel wheelbarrows have obtained relief within the past few weeks. This has come about through the release of certain steel sheets used by automobile manufacturers and which may be used for the various grades of wheel barrow trays. It is expected that deliveries will improve from now on, although there has been no reduction of prices yet.

Shaving Brushes Promise to Come

Montreal.

SHAVING BRUSHES.—The present outlook is much more favorable than it has been for many months, particularly on high-grade brushes. Hardware and Metal is informed that supplies of bristles are finding their way out of Russia at the present time, and while improvements along this line will unquestionably be slow, it will be very welcome to brush manufacturers and to the trade in general. Prices still remain high and supplies are freer than they were two or three months ago.

Active Sales Made of All Flashlights

Montreal.

FLASHLIGHTS.—The demand for flashlights continues active and jobbers are very well pleased with the volume of business coming to them this fall. In view of the high cost of labor, there is no promise of an early decline in the price of various cases, but it is not indicated on the other hand that there will be any further increase of price.

Better Razor Strops May Now Be Had

Montreal.

RAZOR STROPS.—In view of the more favorable accumulation of various grades of leather, supplies of razor strops, and particularly those of higher grade, are more readily available. Prices are unchanged at the moment but the condition is becoming more favorable from day to day and an early decline for some lines which have reached abnormal figures will not come as a surprise.

Polishes and Oil Mops Are Marked Up

Montreal.

OIL POLISHES. — Hardware and Metal reported recently that higher prices were probable on O-Cedar Oil and O-Cedar Mop. This advance has now transpired and the following prices are being quoted on Oil: 4 oz. bottles, per dozen, $2.40; 12 oz., $4.80; 1 qt., $12; ½ gal., $20, and 1 gal., $28. O-Cedar Mop with handles are advanced to $18 per dozen.

Wrapping Twines and Wick Lower

Montreal.

TWINES, WICK.—In accordance with the general decline this week in cotton goods, both wrapping twine and other grades made of cotton are reduced but the reductions are not uniform. The same applies to candle wick and lamp wick.

Nail Hammers Move Upward

Montreal.

NAIL HAMMERS.—An advance has been made in the price of various nail hammers and No. 1A are now selling at $19 per dozen; No. 1B, $18.75; No. 1C, $18.50; No. 2A, $18.75, and 2B, $18.50 per dozen.

Machinists' Hammers Take on Higher Prices

Montreal.

MACHINISTS' HAMMERS.—An advance has been recorded in the price of machinists' unhandled hammers and the prices are as follows: ½ lb., $1.75; ¾ lb., $1.15; 1 lb., 80c; 1¼ lb., 70c; and higher than 1¼ lb., 70c; all prices being per lb. Handled hammers of the same variety are selling as follows: ¾ lb., $14; 1 lb., $14; 1¼ lb., $15; and 1½ lb., $16 per dozen; 1¾ lb., $17.25; 2 lb., $18.50; 2½ lb., $20.25; 2¾ lb., $20.75; and 3 lb., $24.25 per dozen.

Snare and Pipe Wire High and Scarce

Montreal.

WIRE PRODUCTS.—As already outlined in Hardware and Metal there is a greater demand for the average wire product than can be supplied. This is particularly true at the present time as regards stove pipe wire and snare wire, both of which are scarce and high in price.

Wire Hog Rings Will Cost More

Montreal.

HOG RINGS.—An advance has been made in the price of wire hog rings which are now selling at 95c per 1,000. This is due to the scarcity of wire products generally and the undertone is firm.

Shoe Last Prices Take Upward Trend

Montreal.

LASTS.—An advance has been recorded this week in the price of lasts and fans. The regular japanned-filet variety is now selling at $7.80 per dozen.

Another Advance For Wrapping Paper

Montreal.

WRAPPING PAPER.—It is only last week that an advance was reported in the price of kraft wrapping paper. The price has again advanced 50c per 100 lbs. The quotation now is 16c.

Lower Prices Prevail on All Awning Cords

Montreal.

AWNING CORD.—An easier undertone is manifest in this market and prices have dropped off considerably. These are as follows: Drab, No. 3½, per dozen, $2.90; No. 4, $6.30; No. 4½, $8.50; for white in the corresponding sizes the prices are $2.60, $5.25, and $7.35 per dozen, respectively.

Candle Wick Down to Eighty Cents

Montreal.

CANDLE WICK.—Candle wick has been marked lower this week following the lower price basis for raw cotton materials and is now quoted at 80c a lb.

Cotton Clothes Lines Take on Lower Prices

Montreal.

CLOTHES LINES.—Following the general decline in the prices of various

cotton goods this week, cotton clothes lines are down and are selling as follows: 30 ft., per doz., $2.80; 40 ft., $3.40; 48 ft., $4.20.

Cotton Rope Down; New Prices Quoted

Montreal.

COTTON ROPE.—Following the softness in the undertone of the cotton market a decline has been registered this week in the price of cotton rope. The present prices are: 3-16 in., per lb., 76c; ¼ in. and larger, 75c.

Reduction Made on Sash Cord

Montreal.

SASH CORD.—A decline of considerable importance is registered this week in the price of regular sash cord. No. 6 is now quoted at 95c per lb.; No. 7, 94c, and Nos. 8 to 10, 93c. This is the first decline in this product for several years and is a welcome sign.

Fencing Prices Are Marked Higher

Montreal.

FENCING, GATES, etc.—Prices on Dominion fencing have been revised upward. The increase is not stated, but new lists, effective from mid-September, are now being issued to the trade. The new list covers field fencing, gates, poultry fencing, lawn fence and steel fence posts.

Higher Extras on Refined Iron Basis

Montreal.

IRON AND STEEL.—While there has been no change in the basis on iron and steel, the "extras" on refined iron are revised upward. Jobbers state that the mills are unable to state definitely what the extras will be from day to day, but they average around $1.50 per 100 lbs. just now. It is impossible, therefore, to state what the additional charge will be in individual cases over the base quotation.

IRON AND STEEL

Common bar iron, 10 0lbs.	5 15
Refinish iron	6 15
Iron finish machinery steel	5 25
Mild steel	5 30
Band steel	5 50
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	5 20
Tire steel	5 50
Toe calk steel	6 20
Harrow Tooth Steel	5 45
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

Freight Rate Affects Selling Price Candles

Montreal.

CANDLES.—Various wax candles and other wax products were advanced last week. This resulted from the advance in freight rates, and the average increase of one-fifth of a cent per pound.

Freight Increase Boosts Lubricants

Montreal.

LUBRICATING OILS.—Owing to the freight increases, lubricating oils have been advanced to cover this, to the extent of 1.60 cents per gallon. This will be added to the current quotations on the various grades of oil, and greases will doubtless be affected in a similar way and to a like extent.

Oil and Gasoline Holding Without Change

Montreal.

OIL, GASOLINE.—There has been a steady market for gasoline and coal oil and the basis remains unchanged. Demands have pretty well absorbed stocks as they came to hand but there is no real shortage. Coal oil is selling at 31c per gallon up, and gasoline at 43½c per gallon, motor grade.

Stove Boards and Hods Very Active

Montreal.

STOVE BOARDS, COAL HODS.—Prices are firm on stove boards and mats and on coal hods. These are in very active demand at the present time and there has been every indication of a record fall trade. The supplies of the makers are fully taxed, but thus far there has been ample stock to meet the requirements. Tinplate for making the boards and sheets for the hods have both been obtained, but in some cases the difficulties have been accentuated.

Range Boiler Basis Holds Steadily Firm

Montreal.

RANGE BOILERS.—Prices are firm and steady on range boilers and there is little probability of early change. The makers were able to supply themselves with their needs early in the season and while there has been active sale for them the season will finish with enough stock to see the trade through, in the opinion of manufacturers. Standard 30-gallon size is selling still at $15 and the extra heavy at $18.

Some Grades Rope Reduced Two Cents

Montreal.

ROPE AND CORDAGE.—A reduction of two cents a pound on pure manila and on other grades of manila rope has been effected this week. Sisal has been reduced one cent. This is due, primarily, to competition from without, and various grades of cordage have been offered from sellers overseas. A rather quiet condition of trading has also obtained of late, and it is expected that the reduction of price will have the effect of stimulating demand. Prices now are: Pure manila, per lb., base, 33½c; Beaver and New Zealand, 26c; sisal and lathyarn, 21½c.

Galvanized Sheets Promise to Improve

Montreal.

SHEETS AND PLATES.—The movement of galvanized sheets to the trade is well maintained, and still there is a big shortage of many gauges. Supplies promise to come from the English market soon, and while this improvement will necessarily be a gradual one, there is much encouragement in sight. As supplies come forward there is likelihood of prices declining to an extent, but this may be deferred for some weeks yet. Meanwhile there has been a continued nominal price situation.

BLACK SHEETS—		
10 gauge	....	10 95
12 gauge	....	11 00
14 gauge	....	11 05
16 gauge	....	11 15
18-20 gauge	....	11 20
22-24 gauge	....	11 25
26 gauge	....	11 30
28 gauge	....	11 45
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	15 00
28 gauge	....	14 60
26 gauge	....	13 25
22 to 24 gauge	....	14 05
20 gauge	....	14 05
18 gauge	....	14 05
16 gauge	....	12 75
English Standard—		
28 gauge	13 50	13 00
26 gauge	13 25	12 95
24 gauge	12 65	12 35
22 gauge	12 30	11 90
18 and 20 gauge	11 60	11 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Old Metals Sagging; Market May Improve

Montreal.

OLD MATERIAL.—Prices are on the down grade on a number of old metals and this is due to a quiet condition as regards demand from the mills. Many lines are marked down this week, such as copper, brass, lead, auto tires, etc. It is hoped that the steel and iron foundries will be opening a little later, in which case there ought to be an improvement on iron scrap material.

DEALER'S BUYING PRICES

Automobile tires	....	0 01
Yellow brass	0 07	0 08
Red brass	....	0 15½
Light brass	....	0 05½
Scrap zinc	....	0 05¼
Lead, heavy	0 05	0 06
Lead, tea	....	0 03½
Light copper	0 13	0 14
Heavy copper	0 16	0 17
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)	....	22 00
Pipe scrap, per ton	....	12 00
Stove plate, per ton	....	30 00
Heavy melting steel	....	20 00
No. 2 busheling	10 00	12 00
Boiler plate	17 00	18 00

Lead Products Easy; May Move Downward

Montreal.

LEAD PRODUCTS.—Prices are easing on various lead products and this is due to the easing off on pig lead. There is every hope that lead pipe will be reduced, and this will perhaps develop in the not distant future, following the

lower prices quoted last week on sheet lead.

Lead pipe, per 100 lbs.	17 00
Lead waste, per 100 lbs.	18 00
Note.—Lead pipe is subject to a discount of 10%	
Lead traps and bends ....List plus 30%	
Lead wool, lb.	0 16
Lead sheets, 2½ lbs.	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb	0 13¼
Do., 4 to 8 lbs. sq. ft.	0 13
Cut sheets ¼c lb. extra and cut sheets to size. ¾c lb. extra.	
Solder, guaranteed, lb.	0 35½
Solder, strictly, lb.	0 33½
Solder, commercial	0 31
Solder, wiping, lb.	0 30¾
Solder wire (8 gauge)—	
40-60	0 36¼
45-55	0 38½
50-50	0 41
Zinc sheets, casks	0 16½
Do., broken lots	0 17

General Weak Market on the Ingot List

Montreal.

INGOT METALS.—Prices have eased off on nearly all ingot metals during the past week. There has been a dearth of orders, generally, and this may not improve for another week or two.

COPPER.—New York markets are weaker and there is a tendency to place upon the market large quantities of copper bands, a war product of which there are many hundreds of tons for disposal, and which naturally are strong competition for virgin ingots. The price here of electrolytic is 23¼c and casting is quoted at 22c per pound.

TIN.—This is fairly steady and is quoted at 53c. There is but a small demand.

LEAD.—This is still softer and the bottom does not seem to have been reached although the metal is not easily defined. A price of 8¾c is quoted.

SPELTER.—Belgian and English spelter have been arriving more freely and are thus competing with the Canadian product. Price, 9½c per lb.

ANTIMONY.—This is very uninteresting and quite dead. It is quoted at 8¾c.

ALUMINUM. — This is somewhat steadier. Advices from some large factors are to the effect that the market will hold steadily, there being a good demand in a large sense, from manufacturers for the virgin ingots.

TORONTO MARKETS

TORONTO, Oct. 7.—The special feature of the week has been the reduction in prices of cotton goods, though at present it is mainly confined to cordage, twines and clothes lines in hardware goods.

A new list of "extras" on cut nails is in effect with higher prices especially on smaller sizes, base remaining unchanged.

Other articles that have advanced in price are netting staples, grindstone fixtures and Westcott wrenches. Cotton waste prices have been revised. Wrapping papers are also higher in price.

There is very little sign of any improvement in supplies of goods which have been reported from week to week lately as being scarce, and pipe and fittings, black and galvanized sheets, Canada plate and bar iron and steel are unanimously said to be just as hard to obtain and with stocks in most cases at an unprecedented low state. Promises of better shipments from the mills across the line are reported, and the strikes in the Montreal district have been settled and operations resumed, so that better deliveries from now on may probably be looked for.

Business in some lines appears to have quickened up a little, and the cooler spell helped the demand for seasonable goods.

Collections remain good.

Iron and Steel Unchanged; Shipments Still Slow

Toronto.

IRON AND STEEL. — The expected improvement in shipments of bar iron and steel from the mills, which was recently looked for, has not yet materialized, and deliveries are still very slow. With the strikes in the Montreal area settled and the resumption of operations in the mills there, it is expected that it will afford some relief to local markets within the next month or so.

Prices remain firm, but are unchanged as follows:

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 6 25
Common bar steel, ¼ in. and heavier	5 75
Common bar iron, 3-16 in. and lighter	6 25
Common bar iron, ¼ in. and heavier	5 75
Angle base	5 85
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 25
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	6 00
Hoop steel	7 50

Stove Demand Exceeding the Supply

Toronto.

STOVES AND RANGES. — No improvement is noted in the shortage of stove materials. Manufacturers report great difficulty in obtaining sufficient supplies to keep plants operating at even reduced capacity, and the result has been that the supply has not been equal to the demand.

Little expectation of any lower prices on stoves for this season appears the feeling of the trade.

Deliveries of Sheets Still Very Slow

Toronto.

SHEETS. — The situation with regard to black and galvanized sheets is very little different. The prospect for future deliveries looks somewhat brighter as there are promises of cars, but present stocks are very small, and as one jobber remarked to a representative of Hardware and Metal, "the galvanized sheet situation could hardly be worse; the market is absolutely bare of light gauges."

Prices are still nominal and the trade sees no prospect of lower prices though the belief is expressed that it is possible that they may not go any higher at present.

Transportation is still a difficulty, though labor is said to have been the main trouble and drawback during the past year.

Ordinary quotations are given under.

BLACK SHEETS

14 gauge	$10 15
16 gauge	10 25
18-20 gauge	10 70
22-24 gauge	10 75
26 gauge	10 80
28 gauge	10 50
3-16 inch plate	7 00
¼-inch boiler plate	6 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier	Apollo
10¾ oz.	$12 50	$13 25
U.S. 28	12 70	12 85
U.S. 26	12 40	12 55
22 and 24	12 25	12 40
18 and 20	11 95	12 10
16	11 95	12 10
12 and 14	11 20	11 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Declines in Prices of Cotton Cordage

Toronto.

COTTON CORDAGE. — Lower prices are in effect on cotton rope, due to the decline in cotton markets. The reduction is a considerable one, ranging from 15 to 25 cents per pound, and new quotations on ¼-inch size and larger are from 68 to 74 cents per pound, with usual extras for smaller sizes.

Leather Tap Soles in Good Demand

Toronto.

TAP SOLES. — The demand for leather soles and heels continues very good. Prices remain firm, there being

no change since a month ago, and any further declines are not expected.

Leather Belting is Unchanged

Toronto.

LEATHER BELTING.—Manufacturers of leather belting state that business is very good, the season having seen a big demand for these goods. Only the best grade of leather can be used for this purpose, and stocks are not very large.

Discounts are unchanged, and are as per current market pages.

Canada Plate "Almost Off Market"

Toronto.

CANADA PLATE. — Stocks of this article appear to be non-existent, and it is practically unobtainable. As showing the state of the market one jobber instanced a box being quoted at $24.50. Whether price was intended to freeze out enquiries was not known, but no improvement of conditions appears to be in sight.

Stove Pipe Elbows Are Very Scarce

Toronto.

STOVE-PIPE ELBOWS. — There is an extra large demand for these articles at the present time and dealers are finding it very difficult to fill orders. Stocks are very low and material very scarce.

Prices are unchanged at 66 2-3 per cent. above list.

Wrought and Steel Pipe Scarce and Unchanged

Toronto.

PIPE. — The scarcity in black and galvanized wrought pipe is still very pronounced and no improvement is reported. Prices are unchanged as follows:

LIST NO. 46

Standard Buttweld Pipe
Per 100 Ft.

	Steel		Gen. Wrought Iron	
	Blk.	Galv.	Blk.	Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8 63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel		Gen. Wrought Iron	
	Blk.	Galv.	Blk.	Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
[illegible]	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
[illegible]	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2 66	2.66	3.16
8	2.49	3.07	3.07	3.64
[illegible]	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4 39	4.39	5.21

CUT NAILS—SCHEDULE OF EXTRAS OVER BASE AND LIST PRICES
BOAT, DORY, ROOFING, BEST COOPERS' AND BARREL NAILS
Cancelling all Previous Lists. Effective September 27th, 1920

STANDARD CUT NAILS

Length in Inches	Common	Fine Blued	Casing and Flooring	Finishing	Slating	Clapboard	Common Barrel	Clinch	Sharp and Flat Pressed
⅞	...	...	...	...	...	...	300	...	...
⅞	...	...	...	...	...	...	275	...	...
1	150	250	...	250	175	...	225	350	400
1⅛	140	...	...	...	...	...	215	...	...
1¼	115	215	165	215	140	...	...	300	350
1½	80	...	130	180	115	...	...	235	285
1¾	75	...	125	175	110	...	...	235	285
2	60	...	85	160	95	85	...	215	265
2¼	55	...	80	155	...	80	...	215	265
2½	30	...	65	130	...	65	...	200	250
2¾	30	...	65	130	...	...	...	200	250
3	20	...	60	120	...	...	...	185	235
3¼	15	...	60	115	...	...	...	185	235
3½	10	...	60	110	...	...	...	185	235
4	05	...	55	105	...	...	...	...	...
4½	05	...	55	...	...	...	...	...	...
5	}	...	...	...	...	...	...	...	...
5½	Base	...	...	...	...	...	...	...	...
[illegible]	}	...	...	...	...	...	...	...	...

Above extras are per 100 lbs. over base.

Extras covering clinch nails and sharp and flat pressed nails include packing in 50-lb. boxes, which is standard stock package for these nails.

All other patterns above packed in 100-lb. kegs.

Galvanizing extra, quoted on application.

CUT NAILS SOLD ON LIST AND DISCOUNT

ROOFING NAILS—
⅞ in. ..... $11.50 per 100 lbs. list
1 in. and longer ..... 10.00 per 100 lbs. list

BEST BARREL AND COOPERS' NAILS—
¾ in. ..... $9.75 per 100 lbs. list
⅞ in. ..... 9.25 per 100 lbs. list
1 in. ..... 9.00 per 100 lbs. list
1⅛ in. ..... 8.50 per 100 lbs. list
Discounts on application.

BOAT AND DORY NAILS—
¾ in., $32.00; ⅞ in., $30.00; 1 & 1⅛ in., $28.00; 1¼ in., $26.00; 1½ & 1¾ in., $24.00; 2 & 2¼ in., $23.00; 2½ & 2¾ in., $22.00; 3 to 6 in., $21.00 per 100 lbs. list.
Dory nails supplied 1½ to 3 in. only.
Discounts black or galvanized, on application.

Roofing, Best Barrel and Coopers' Nails — Packed in 100-lb. kegs.

Boat and Dory Nails — Packed in 25-lb. boxes. Can also be supplied in 100-lb. kegs, but 25-lb. boxes only carried in stock.

Sash Cord Reduced Approximately 15%

Toronto.

SASH CORD. — Following the lower prices on all cotton commodities, sash cord has dropped in price approximately 15 per cent. Quotations are: Hercules, No. 6, 95 cents per pound; No. 7, 94 cents per pound; Nos. 8, 9, 10, 12, 93 cents per pound.

Reduced Prices on Cotton Twines

Toronto.

COTTON TWINES. — A reduction of 15 cents per pound has been made on cotton wrapping twines.

The 3-ply in 5 pound cotton bags are now quoted at 80 cents per pound, and the cones at 75 cents, and the 4-ply on cones at 82 cents per pound.

Wrapping Papers Higher in Price

Toronto.

WRAPPING PAPER. — A higher price is being quoted on Kraft, which now sells at $15.50 per 100 pounds.

There appears to be no sign of any likelihood of lower prices on this commodity for a while. Supplies are none too plentiful, and mills are only accepting orders at price ruling at time of shipment, and with the amount of business in hand new orders cannot be placed for delivery within from four to six months' time.

New Extras List on Cut Nails

Toronto.

CUT NAILS. — A new extras list on

cut nails is in effect. The base remains the same.

List is reproduced on page 55 of this issue.

The base price F.O.B. Toronto remains at $7.35.

Valves and Bibbs Prices Firm and Unchanged

Toronto.

BIBBS AND VALVES. — A fair demand is being experienced for these goods and stocks of most lines are said to be sufficient. No changes in lists or discounts have been made and prices on principal lines are as below:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C.	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	list plus 20%
Radiator valves, standard	23%

No Improvement in Fitting Supplies

Toronto.

PIPE FITTINGS. — No changes have taken place in prices and fittings, especially malleables, are still very scarce and hard to get. Quotations are as follows:

PIPE FITTINGS

Cast iron fittings	Plus 10%
Plugs	7½%
Bushings	10%
Unions, ¼-in. to 2½-in.	30%
Do., ⅛-in. to 3-in. and larger	25%
Dart unions, ¼-in. to 2-in.	8%
Do., 2½-in. and larger	5%
Nipples, up to 4-in.	50%
Do., 4½-in. and larger	40%
Do., running thread, 4-in. and under	20%
Couplings, 4-in. and under	20%
Couplings, 4½-in and larger	Net list

MALLEABLE FITTINGS

Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

Lower Quotations on Awning Cords

Toronto.

AWNING CORD. — New lower prices are quoted on awning cord, due to lower cotton prices. New quotations are as follows:

Awning Cord—No. 3½, White, $2.40 per doz.; No. 4, $5.10; No. 4½, $6.95; No. 3½, Drab, $2.70; No. 4, $5.90; No. 4½, $8.00.

New Higher Prices on Netting Staples

Toronto.

POULTRY NETTING STAPLES. — New higher prices are out on poultry netting staples, and the ¾-inch, ⅞-inch and 1-inch, are now quoted at $10 per keg of 100 pounds.

Cotton Clothes Lines Reduced in Price

Toronto.

COTTON CLOTHES LINES. — A reduction has been made in the price of cotton clothes lines, and the following are quotations on these lines: 40 foot lengths, $3.20 per doz.; 48 foot lengths, $3.85 per doz.; 60 foot lengths, $4.80 per doz.

Grindstone Fixtures Revised in Price

Toronto.

GRINDSTONE FIXTURES. — A revision has been made in the price of grindstone fixtures, and 15-inch now sell at $10.80 per doz., and 17-inch size at $11.40.

New Prices on Westcott Wrenches

Toronto.

WESTCOTT WRENCHES. — This make of wrench has been revised in price, and present quotations are the following:

6 in., $10.50 per doz.; 8 in., $13; 10 in., $18.50; 12 in., $21.50.

Mop Handles Advanced in Price

Toronto.

O-CEDAR MOP HANDLES. — In quoting the new prices on O-Cedar mops and polishes last week the price on extra handles was omitted. These now cost $2.40 per doz. net.

No Changes on Gasoline or Oil

Toronto.

GASOLINE AND COAL OIL. — No change is reported on either coal oil or gasoline. The demand keeps heavy for both and Royalite grade is quoted at 29½ cents per gallon, Toronto, and gasoline at 42 cents.

Rope Prices Show a Decline

Toronto.

ROPE.—A reduction in rope prices took place this week, and pure manila shows a reduction of 2 cents per pound and beaver manila and New Zealand hemp 1 cent. Lath yarns are also reduced 1 cent. per pound. Following are new quotations:

Pure Manila, basis	....	0 33½
Beaver Manila, base	....	0 26
New Zealand hemp, base	....	0 26
Sisal, base	....	0 21½
Single lath yarn	....	0 21½
Double Lath Yarn	....	0 22

Tarred Felts and Sheathings Selling Well

Toronto.

TARRED FELTS.—A big demand is being experienced for roofing materials, tarred felts and sheathings. Prices rule firm and quotations on the "Elephant" brand are as under:

Elephant Brand, tarred paper, per roll	1 70
Do., dry sheathing, per roll	1 50
Do., tarred felt, 7, 10 and 16 oz., cwt.	6 00
Do., roofing cement, per doz. cans	9 00

Cotton Waste; Some Prices Lower

Toronto.

COTTON WASTE. — Reductions amounting to 1 cent per pound have been made on some lines of cotton waste though revisions have not been general. The present decline appears to be due more to increased stocks than to a falling cotton market as jobbers state that the threads used in the manufacture are no cheaper. The demand is said to be good and prices are expected to remain near present quotations.

WASTE—WHITE

XXX	....	0 23
XX, grad.	....	0 21½
XLCR	....	0 20
X Empire	....	0 18½
X Press	....	0 16½
XC	....	0 18½
XXX	....	0 23
XX	....	0 21½
X	....	0 20
Polishing	....	0 27
Cream, Polishing	....	0 26

COLORED

No. 1	....	0 18
No. 7	....	0 16
No. 1A	....	0 14½
No. 1B	....	0 12½
Fancy	....	0 18
Lion	....	0 16
Standard	....	0 14
Popular	....	0 12
Keen	....	0 10

Above lines subject to trade discount for quantity.

Lead and Zinc Products Show Easier Tendencies

Toronto.

LEAD AND ZINC PRODUCTS.—While no actual changes in price of lead products is reported there is an easier tone in the markets and some reductions are possible in view of price declines in pig lead. Quotations vary on solders. Business is fair without being heavy. Prices on principal lines are as follows:

Lead pipe, list, per lb.	....	0 17
Lead waste pipe, list, per lb.	....	0 18
Do., over 8 in., list, per lb.	....	0 19
Lead traps and bends	....	add 30%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	....	0 12¼
Cut sheets ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, lb.	....	0 41
Solder, strictly, lb.	0 35	0 36
Solder, commercial, lb.	0 31	0 33
Solder, guaranteed, lb.	....	0 37
Solder, wiping, lb.	....	0 30½
Zinc sheets, per lb.	....	0 19

Waste Materials Market Weak

Toronto.

WASTE MATERIALS.—The market in waste materials has been weak with very little trading. Both scrap iron and steel, with yellow metals have been quiet and prices are unchanged as follows:

WASTE MATERIAL

Io. 2 busheling	$13 00
Stove plate, pe rton	32 00
Yellow brass	0 10
Red brass	0 15¾
No. 1 machinery cast	33 00
Heavy melting steel	15 00
Heavy copper	0 17
Scrap zinc	0 06
Light brass	0 08
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Heavy lead pipe	0 05¾
Tea lead	0 03
Automobile tires	0 02½

Ingot Metals Quiet; Practically Unchanged

Toronto.

INGOT METALS.—A relatively quiet market is noted with very little change in quotations. Lower tendencies are reported from outside markets.

TIN.—The demand for tin has been dull with smaller volume of business. On outside markets it dropped to the lowest level reached since January 1917. Prevailing quotations are 53 to 55 cents.

COPPER.—An easier tone in copper but with no increase of activity is the state of U.S. markets. Locally copper has been dull anl unchanged, with 24 cents asked for casting ingots.

LEAD.—While lead has been rather dull an easier tendency is reported, foreign markets being decidedly lower. Local quotations are around 9¼ cents per pound.

SPELTER.—A improved demand is recorded for spelter with markets steady. Present quotations of 10¼ cents are unchanged.

ANTIMONY.—This has been inactive with absence of demand and prices range from 10 to 14 cents.

ALUMINUM. — Inquiries for this metal have been small with market dull and unchanged at 37 to 39 cents per pound.

LONDON MARKETS

LONDON, Ont., Oct. 7.—Prices continue very firm, with the exception of cotton goods such as sash cord, cotton rope, clothes lines and cotton wrapping twines which have declined in price about ten per cent.

Linseed oil and turpentine also show a further reduction in quotations.

Cut nails have a new extra list, and are higher, especially the smaller sizes.

Plaster of Paris and weather stripping are also quoted higher.

Business in this district has been excellent this past week. The cooler weather has speeded up the sale of many fall lines and stoves, stove boards, ash sifters, stove pipes and elbows are all in good demand.

Collections continue very good.

Wire Nails Scarce, With Price Unchanged

London, Ont.

WIRE NAILS.—No change is announced in the base price of wire nails which is still $6.25, but there is yet a shortage in stocks, especially among the smaller sizes.

New List of "Extras" on Cut Nails

London, Ont.

CUT NAILS.—A big advance on the extras over base on cut nails has been made, and the smaller sizes take the largest increases. The new list is printed in another column. (See page 55.) The base price is $7.50.

Linseed Oil Prices Drop Five Cents

London, Ont.

LINSEED OIL.—Paint oil has declined five cents per gallon this week and present quotations are the following:

Linseed Oil—	Raw	Boiled
1 to 2 barrels, gal.	1 62	1 65
3 to 5 barrels, gal.	1 61	1 64
6 to 9 barrels, gal.	1 59	1 62

Less barrels add 15c. per gal.

Ten Cents Reduction in Turpentine Prices

London, Ont.

TURPENTINE.—Lower prices are reported on turpentine, which is down ten cents per gallon since last week. The demand is not very large just now. Latest quotations are as under:

Turpentine—	Per Imp. Gal.
1 barrel lots	2 30
2 to 4 barrels	2 29
5 gal. lots	2 45

Window Glass Sales Quicken

London, Ont.

WINDOW GLASS.—Good sales are reported on window glass here, with the prices unchanged. The cooler weather is said to be responsible for an increased demand.

Plaster Paris Quoted Higher

London, Ont.

PLASTER PARIS.—A new and higher price is quoted on plaster paris and the Hammer brand is now selling at $5.25 per barrel.

Builders' Hardware Demand Continues Good

London, Ont.

BUILDERS' HARDWARE. — Prices continue very firm on builders' hardware for which there is a good steady demand at the present time.

Putty Sales Better; Prices Unchanged

London, Ont.

PUTTY.—Prices on putty are unchanged and the demand is seasonable. Present quotations are the following:

Putty—Standard—100-lb. drums, $8.30 per 100 lbs.; 25-lb. drums, $8.55. Pure—100-lb. drums, $10.80; 25-lb. drums, $11.05.

Seasonable Sales on White Lead in Oil

London, Ont.

WHITE LEAD IN OIL.—There is a good seasonable sale at the present time for white lead in oil. Prices are unchanged as follows:

	Tons	Less tons.
Pure	$20 45	$20 90
Elephant	20 95	21 30

Sash Cord Cheaper By Fifteen Cents

London, Ont.

SASH CORD.—New prices are in effect on sash cord, which shows a drop of about 15 cents per pound. New quotations are: No. 6, 95c per lb.; No. 7, 94c per lb.; Nos. 8 to 12, 93c per lb.

Demand For Sash Weights; Latest Prices

London, Ont.

SASH WEIGHTS.—These goods have been in good demand lately and present prices are for solid $5.40; for 1 lb. sectional $6, and ½ lb. $6.60 per 100 lbs.

Mortar Stains Moving Well

London, Ont.

MORTAR STAIN.—The sales of mortar stains have been very good this season. It is selling as follows: Red, $2 per 100 lbs.; black, $3.80 per 100 lbs.

Higher Prices For Frost King Weatherstrip

London, Ont.

WEATHER STRIP—The "Frost King" make of weather strip is priced higher this season. It is moving well at the present time. New prices are $5.75 per dozen packages.

O'Cedar Goods Advanced Fifteen Per Cent.

London, Ont.

O'CEDAR GOODS. — O'Cedar mops and polishes have taken an advance of approximately 15 per cent. New prices are as below:

Mops—Nos. 1, 3, 5, and 14, with handles, $16 doz.; less handles, $14 doz.

Polish—4 oz. bottles, $2.40 doz.; 12 oz. bottles, $4.80 doz.; quart cans, $12 doz.; ½ gal. cans, $20 doz.; 1 gal., $28 doz.

Irwin Auger Bits; Stocks Now Available

London, Ont.

IRWIN AUGER BITS.—This make of auger bit has been short for a considerable part of the season but stocks are now coming in better and price remains at list plus 20 per cent.

Washers and Wringers Moving Well

London, Ont.

WASHERS AND WRINGERS.—At

the present time there is a very good movement of washing machines and wringers. There is no change in prices and 20 per cent. is quoted off list. Electric washing machines are also enjoying a good demand and the list price on the New Century is $160 and Seafoam $128, both less 60 per cent.

Electric Goods Having Ready Sale

London, Ont.

ELECTRIC GOODS.—The demand for electric goods has been very good indeed and electric heaters are especially meeting with a ready sale at the present time. Quotations on some of the lines are as follows:

Majestic Heaters—No. 7, one coil, $11,50 each, list; No. 8, two coils, $17.50 each, list.

Canadian Beauty—Electric Iron, $8 list; Toaster, $8 list; Grill, No. 402, $14 list. Less 27½%.

Game Trap Quotations; Demand Is Good

London, Ont.

GAME TRAPS.—With the high prices paid for furs and the unprecedented demand last season for traps there is good reason to expect another large demand for these goods. The sales already are large. Prices are firm as follows:

Victor—No. 0, with chain, $2.20 doz.; No. 1, with chain, $2.65; No. 1½, with chain, $4; No. 2, with chain, $5.50; No. 3, with chain, $9.35; No. 4, with chain, $11.25.

O'Neida Jump—No. 0, with chain, $3 doz.; No. 1, with chain, $3.50; No. 1½, wit hchain, $5.25; No. 2, with chain, $8.40.

Newhouse—No. 1, with chain, $7.50 doz.; No. 1½, with chain, $11.35; No. 2, with chain, $16.75; No. 3, $22.35; No. 4, $26.35.

Snow Shovels Moving; Latest Prices

London, Ont.

SNOW SHOVELS. — Manufacturers and jobbers are shipping out snow shovels and prices are higher than last season. Present quotations are as under:

Prince, or No. 20, $11.25 doz.; Queen, or No. 30, $12.50; King, or No. 40, $15; Moose, or No. 50, $18.75; Light Japd., $4.90.

Furnace Scoops—Light Socket, $10 doz.; Heavy, $12.50.

Stove Boards Selling Well

London, Ont.

STOVE BOARDS.—The cold snap quickened up the enquiries for stove boards and sales have been good during the week. The wood lined is quoted at list plus 10 per cent.

WINNIPEG MARKETS

WINNIPEG, Oct. 7.—Some important price changes are recorded this week, of which some are higher and a few lower. Linseed oil has dropped 27 cents per gallon. Wrought iron pipe has again been advanced on account of the higher freight rates. Other lines such as wrought iron washers, annealed and bright wire have also been advanced on account of higher freight rates. The base price on iron and steel rounds and squares of the small sizes has been advanced considerably. Boat spikes and railroad spikes are higher in price this week, also another advance has been made this week on Columbia and Hot-shot batteries. A number of line of builders' hardware have been increased in price, also several items of sporting goods and cutlery are advanced in price.

There seems to be a general feeling that prices have reached their highest, but as yet there is no indication of a downward tendency. It may be true of other commodities but not with hardware. There is no doubt that the mills are short of raw material and that it is very difficult to get it, and this condtion prevailing, together with higher freight rates, it looks as if it will be some time yet before any decline takes place in prices.

Collections continue good.

Higher Prices on Wrought Iron Pipe

Winnipeg.

PIPE.—All the prices on wrought iron pipe have been advanced this week due to the increased freight rates. The following are the prices now quoted:

	Black	Galv.
⅛ in.	6 21	8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

Wrought Iron Washers Advanced in Price

Winnipeg.

WASHERS.—The prices on wrought iron washers have been advanced this week due largely to increased freight rates. They are also very scarce. The following prices are quoted:

	Case lots.	Less than Case lots.
3-16 in.	22 50	23 00
¼ in.	19 80	20 30
5-16 in.	18 60	19 10
⅜ in.	17 25	17 75
7-16 in.	16 20	16 70
½ in.	15 60	16 10
9-16 in.	15 45	15 95
⅝ in.	15 30	15 80
¾ in.	15 15	15 65
⅞ in.	15 00	15 50
1 in.	15 00	15 50
1⅛ in.	15 00	15 50
1¼ in.	15 30	15 80
1⅜ in.	15 30	15 80
1 7-16 in.	15 30	15 80
1½ in.	15 30	15 80

Higher Prices on Annealed Wire

Winnipeg.

ANNEALED WIRE.—Higher prices are quoted on annealed wire this week. It is hard to procure, factories cannot get supplies of raw materials and increased freight rates are also affecting the market. Present quotations are:

Annealed—Nos. 0 to 9, $7.60 per 100 lbs.; No. 10, $7,66; No. 11, $7.72; No. 12, $7.80; No. 13, $7.90; No. 14, $8; No. 15, $8.15; No. 16, $8.30.

Bright Wire Scarce; Prices Somewhat Higher

Winnipeg.

BRIGHT WIRE.—There is a scarcity of bright market wire and prices have been advanced this week due to manufacturers not being able to procure sufficient raw material and to the fact that the steel rods are costing more and also higher freight rates are having an effect on the prices. The following are this week's quotations:

Bright Market—Nos. 0 to 9, $7.85 per 100 lbs.; No. 10, $7.91; No. 11, $7.97; No. 12, $8.05; No. 13, $8.15; No. 14, $8.25; No. 15, $8.40; No. 16, $8.55.

Columbia Batteries Again Advanced in Price

Winnipeg.

BATTERIES.—On account of higher freight rates Columbia batteries are costing more money and are quoted as follows:

Columbia Batteries—No. 6, bbl. lots, $48.50 per 100; lots of 50 or less than 125, $53; lots of 12 or less than 50, $56; lots of 6 or less than 12, $61.

Hot Shot and Multiples Are Costing More

Winnipeg.

HOT SHOT AND MULTIPLE BATTERIES.—Another increase in prices has taken place on battery sets and following are new prices on these ignition sets, due to higher freight rates:

Hot Shot Batteries—No. 1461, $2.32 each; No. 1462, $2.32; No. 1561, $2.85; No. 1562, $2.85; No. 1662, 45c.

Multiple Batteries—No. 266, $6.97 each; No. 356, $9.21.

Another Advance in Price of Cow Chains

Winnipeg.

COW CHAINS. — Cow chains are scarce and the price has been advanced, due in part to that and to higher freight

rates. The following prices are now in effect:

Cow Chains—Electric Weld: 4/0, \$6.60; 3/0, \$5.25; 2/0, \$4.80; 1/0, \$4.35.
Browns—4/0, \$6.60; 3/0, \$5.25; 2/0, \$4.80; 1/0, \$4.35.
Three Chains—4/0, \$6.60; 3/0, \$5.25/ 2/0, \$4.80; 1/0, \$4.35.
Stall Fixture Pattern—4/0, \$4.80; 3/0, \$4.20; 2/0, \$3.60; 1/0, \$3.30.

Iron and Steel Revised; Base Price Higher

Winnipeg.

IRON AND STEEL.—The base price on rounds and squares in iron and steel have been revised and are higher. The following are this week's prices:

Iron, rounds or squares—3-16 in., \$8.80 base; ¼ in., \$7.95; 5-16 in., \$7.75.
Soft or Mild Steel, rounds or squares— 3-16 in., \$8.80 base; ¼ in., \$7.95; 5-16 in. \$7.75.

Boat Spikes Sell for More Money

Winnipeg.

SPIKES.—There is a great scarcity of all kinds of spikes and the prices on boat spikes has been advanced this week, particularly on account of higher freight rates. New prices are as follows:

Boat Spikes—¼ in. x 4 in., \$10.80; ¼ in. x 6 in., \$10.45; 5-16 in. x 5 and 6 in., \$10.05; ⅜ in. x 6, 7, and 8 in., \$9.25; ½ in. x 8, 9, 10, and 12 in., \$9; ⅝ in. x 10 and 12, \$9; ¾ in. x 14 in., \$9.

Track Spikes Take Higher Level

Winnipeg.

TRACK SPIKES.—Higher freight rates and shortage of supplies have caused an advance in the price of railroad spikes. These goods are very scarce. Following are new prices:

Railroad Spikes—2½ x 5-16, \$10.25; 3 x ⅜, \$9.60; 3½ x ⅜, \$9.60; 4 x ½, \$9.25; 5 x ½, \$9.40.

Post Hole Augers Higher in Price

Winnipeg.

AUGERS.—Vaughan post hole augers are higher in price and are quoted as follows per dozen: 5 in., \$19; 6 in., \$19.50; 7 in., \$22; 8 in., \$24.75; 9 in., \$27.

Linseed Oil Again Reduced in Price

Winnipeg.

LINSEED OIL.—The price of linseed oil has again been lowered, due to the fluctuation of the flax markets. The supply is good and it is being sold in large quantities. This week's quotations are as follows: Raw, in barrel lots, \$1.98 per gallon; boiled, in barrel lots, \$2.01 per gallon.

PITTSBURGH MARKETS

PITTSBURGH, Oct. 7.—In itself, the iron and steel market shows very little by way of new developments and not much progress has been made, visibly, towards lower prices. General sentiment, however, has become much stronger on the subject of substantial price declines being necessary. Undoubtedly the declines in automobile prices have had a great deal to do with molding public opinion as to prices generally. It seems that the public takes particular interest in whatever occurs in the automobile field. In last report it was noted that Ford, Franklin and Crow-Elkhart, had reduced prices. To the list may now be added Locomobile, Studebaker, Mercer and Overland. One may well conclude that a general and substantial decline in automobile prices is in progress, no matter what technical denials individual automobile makers may give to the press. The reductions are not sporadic, the names on the list of reductions thus far being typical of altogether too many classes of machines. Locomobile, Franklin, Studebaker and Overland each fall in a different class.

Steel and Automobile Prices

The steel industry is quick to refuse to admit that steel price declines can be connected with automobile price declines. It is commonly admitted in the steel trade that steel price declines must occur, the common view being that independent prices will recede to the Steel Corporation level, whether in a few weeks or a few months, and it is also the common view that the Steel Corporation prices will not be reduced. Some independents may have to cut under Steel Corporation prices to regain trade lost by what some buyers have not hesitated to call profiteering practices. The steel trade wants it to be understood, however, that the automobile trade itself cannot force down steel prices. It is admitted that the automobile trade was in large part responsible for the particularly fancy prices for prompt deliveries of steel that obtained early in the year, but it is asserted that the trade's power to put prices down is by no means measured by its influence in putting prices up earlier in the year, when automobile and part makers bid for prompt deliveries when the mills had already sold their product.

As to possible declines in Steel Corporation prices an impressive comparison is made, showing that from the Steel Corporation's standpoint automobile makers can have no argument that since they have reduced their prices the Steel Corporation should reduce its prices. The comparison takes an automobile that has been selling at between \$2,000 and \$3,000. The reduction in price on this movement might be \$150, or \$300, or even \$400. Less than one gross ton of rolled steel, in the form in which the average steel mill sells steel, is represented in that automobile. The Steel Corporation's rated capacity is 16,200,000 tons a year, of products weighed in the form in which sold. A fair production can be taken at not under 15,000,000 tons. The common shares outstanding amount to about \$508,000,000, so that \$15,000,000 would represent \$1 a ton on a year's output and would also represent a three per cent. dividend. The corporation certainly would not reduce prices to the automobile trade and keep them up to the railroads, to investors putting up bridges, buildings, etc., and to other buyers, hence a horizontal reduction in all prices is the only thing that could be considered. A reduction, therefore, that would be equal to a three per cent. common stock dividend would amount to less than \$1 in the mill cost of the steel entering into a \$2,000 or \$3,000 automobile. In other words, the steel mills cannot help the automobile trade to recoup when it reduces prices of automobiles.

Another item that dissociates the automobile price reductions from the steel market as it is made from day to day and week to week is that the automobile trade is not in position to offer orders of any consequence at this time. Many of the automobile makers have contracts running to the end of this year, with the prospect that on account of reduced consumption deliveries will run into the new year. General Motors is commonly understood to have a contract running through next June, covering considerable parts at least of the requirements of its various subsidiaries. If there is such a contract it is with the Steel Corporation and at the Industrial Board prices, since the corporation has sold to domestic trade at no other prices since the schedule became effective March 21, 1919, and an automobile manufacturer can hardly complain about Industrial Board prices.

Two Steel Markets

There used to be three steel markets, the Steel Corporation set of prices, a schedule of prices, not entirely definite, at which certain large independents were selling to regular trade for extended delivery, and a wide range of prices representing prompt deliveries, charged chiefly by smaller mills that kept their order books relatively clear. The last named market has now practically disappeared. One can, as a rule, secure rather prompt deliveries at the prices formerly ruling only for somewhat extended or delayed deliveries. That market is substantially unchanged. It is represented by 3c for bars, 3.10c for shapes and 3.25c for plates. In time these prices will doubtless yield, but there is no distinct evidence that they have yielded thus far.

Last week the American Pig Iron Association, composed of merchant furnacemen from a majority of the producing districts, held its monthly meeting at the William Penn Hotel, Pittsburgh. The prevailing, practically the unanimous, sentiment at the meeting, derived from information obtained from customers, was that a general industrial depression is impending, to exhibit its full force in the first quarter of the new year, with greatly reduced consumption and production and materially altered pig iron prices. The atmosphere of that meeting was as different as can be imagined from that of the meeting two months earlier, when several fur-

(Continued on page 68.)

Paint Should Not be Star Boarder in Fall and Winter—How Some Dealers Initiate Movement to Stimulate Fall Selling of Paints and Finishes

Dealer Must Show First Enthusiasm—Moving the Paint Department to the Front of Store—Demonstrations, Advertising, Window Display—All Season Trade Gives Bigger Volume and Better Results—Auto Finishes Much Used in Winter.

METHODS, having for their object the increasing of fall paint sales, are now being considered by dealers. In this connection perhaps no other one factor will be of such importance as some step taken by the dealer to show that he himself believes the fall is the time for paint activity. His initiative will be the first step in awakening local interest at this time of the year and in helping to overcome the fast dying opinion that other seasons are better for painting.

Realizing that to keep interest alive he must give the paint department as much publicity as possible, one Western Ontario dealer recently moved his paint department from the rear to the front of the store and opened a campaign of newspaper advertising and circularizing, backed up with paint window displays. He decided that whereas he had formerly handled two brands of paint that in future he would handle only one brand and that he would learn as much about that brand as possible and talk it at every opportunity. "I got quick and very satisfactory results," said this dealer to Hardware and Metal, explaining that as a result his paint sales have been doubled. He is to-day thoroughly convinced that for biggest sales at all times of the year and for keeping interest alive at all seasons, particularly in the fall when interest is inclined to lag, that it is best to concentrate upon one line of paint and give it all the publicity possible.

Ads., Circulars, Etc.

As the opening shot in a recent campaign this dealer used quarter and half pages in the local newspapers and sent out about 500 special paint circulars. In mailing the monthly accounts he enclosed paint literature. All this effort was backed with the use of attractive window displays which were changed weekly. Underlying the whole plan was a determination to increase paint sales and stimulate this branch of business. This was the inspiration of the campaign, without which little can be achieved.

A demonstration was also used featuring lines for use in interior work in conjunction with fall housecleaning—wall and ceiling finishes, stains and varnishes for old floors, woodwork and furniture. Attention was also paid to the farmers visiting town, and now that crops are harvested is a good time to point out that this is a good season to paint farm buildings. At no other time of the year has the farmer as much time on his hands when atmospheric conditions make possible good painting and this is the time to get his business. This appeal for use of exterior finishes also applies to rural and city trade to some extent at this season but interior finishes can be given a position of prominence for they are much in demand at this time of year.

Lost Nothing Through Rearrangement

The question might be asked "Did this dealer lose sales of the line which was removed from the front of the store to make way for the paint display?" His answer is emphatically "No." He took care to remove a line for which he had already an established reputation and by the periodic use of window displays, mention in advertising, etc., interest in that department was maintained. A suggestion in this connection is the use of a display stand or two with a number of shelves on which displays of the line moved back can be arranged and set at an angle facing the store entrance. This display would supplement that of the wall cases.

Certain lines of finishes, in addition to those enumerated, can be pushed profitably at this season. Automobile finishes are an example. Many motorists still lay their cars up for the winter for personal overhauling. In spare time many cars are painted by their owners during the winter months. In this connection the dealer is in a position to give some expert advice on how this should be attempted for the result is likely to prove very disappointing and an expensive mistake be made if the proper plan is not followed. The process of rubbing, applying of body flat colors and of finishing with varnish, and doing the whole job in a place where no dust is flying, can be explained and much valuable advice given. If the customer sees this amount of interest taken in his case he will know where to go for all his future needs of paint—and advice.

(Continued on page 64)

"Save the surface and you save all" Paint & Varnish

"Save the surface and you save all" Paint & Varnish

Mooramel

Easy to Clean--Easy to Sell

Mooramel is made in Gloss and Eggshell White and produces a durable, rich, lustrous, porcelain-like finish that satisfactorily retains its whiteness for years.

Mooramel works easy, has perfect flowing properties, combined with whiteness and other qualities which make it, without any question, the most practical and also the most economical article of its kind ever manufactured.

Mooramel can be used with equally good results on either interior or exterior work and can be cleansed with soap and water as often as necessary without any injurious effects.

Housewives everywhere have recognized Mooramel as the ideal household enamel for interior or exterior painting.

Ask about our Agency Proposition

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Toronto Winnipeg

If interested tear out this page and place with letters to be answered.

Do Not Solicit Financial Aid from Hardware Trade

Statement from Chairman "Save the Surface Campaign" Committee in Reply to Executive Ontario Retail Hardware Association—Outlines Purposes of Campaign.

MR. GEO. HENDERSON, Chairman of the 'Save the Surface' Campaign Committee, has issued a statement, referring to the report of the Ontario Retail Hardware Association Executive meeting appearing on page 39 of the Sept. 11th issue of Hardware and Metal. Mr. Henderson refers specifically to the section of the report which stated:—

"Save the Surface Campaign"

"The Save the Surface campaign came in for considerable discussion. Geo. May of West Toronto informed the executive that he had attended a meeting of Save the Surface Committee in Toronto some time ago, and had been suddenly and unexpectedly called upon by Mr. Henderson, a representative of the Ontario Retail Hardware Association, to give an expression of opinion regarding the campaign and indicate whether or not the campaign would secure support from the Ontario Retail Hardware Association. When asked as to the nature of the support expected, both Messrs. May and Caslor, who had attended the meeting, indicated that their impression was financial support. This suggestion was emphatically turned down by the executive, who stated that while they were in sympathy with the paint manufacturers in any movement which they may carry out to increase the sale of paint they did not feel as retail hardwaremen they should contribute to a campaign of this kind any more than they should contribute to a campaign affecting any one of dozens of other lines which are equally as big or bigger lines than the paint department in the hardware store.

"One member of the executive emphasized the fact that while the paint and varnish department of his store is an important and a large department it is only one of many departments and he could not see why the Ontario Retail Hardware Association should be expected to contribute to a sectional campaign of this kind.

"Another member of the executive objected seriously to the manner in which the advertising arrangements of the Save the Surface campaign was being carried on in his city, whereby the names of master painters in his city were allowed to be run on the same page as the Save the Surface advertising, whereas the advertisements of hardware dealers in the same city were not allowed to run on the same page. This, it has been explained to him, was the result of the Master Painters' Association contributing to the fund and financially supporting the Save the Surface movement.

"After considerable discussion the executive declined to suggest a contribution towards the campaign, but passed a motion of sympathy with the movement."

Statement From the Chairman

The statement received from Mr. Henderson, Chairman Save the Surface Committee follows:—

"In a report of a meeting of the Executive Committee of the Ontario Retail Hardware Association, given in Hardware and Metal on September 11th, the impression received was that the committee in charge of the 'Save the Surface' campaign, now being carried out throughout Canada, were desirous of obtaining the financial support of the Ontario Retail Association.

"The 'Save the Surface' committee wish to correct this impression and to state that while they are heartily desirous of obtaining the fullest co-operation of every retail paint and varnish distributor in Canada, it was not their intention, nor has it ever been, to seek or solicit the financial support of any of the retail associations. In all of the conventions held on behalf of the 'Save the Surface' campaign, throughout Canada, any solicitations of this nature have been carefully avoided.

"The committee, however, has sought and will continue to seek the co-operation of retail distributors in individual communities in giving, not only their moral support, but in using the 'Save the Surface' slogan arguments, and advertising to further this educational work and to increase their own sales in their own communities. For this purpose the committee supplies all necessary electros, cuts, copy free of charge, providing the retail distributor or any local organization or distributor will provide for the expense of the space used.

"On the occasion of the Toronto convention held last May, it was not intended to ask financial assistance of the Ontario Hardware Association, but their support by resolution, as well as co-operation on the part of individual members.

"On that occasion, as on the occasion of every 'Save the Surface' convention members of the committee have taken the opportunity of pointing out that neither in the preparation of the advertising copy, nor in the conduct of the campaign, is any preference given to any description of paint, such as white lead in oil over ready mixed paint, or ready mixed paint over white lead in oil, nor advantage given to any class of buyer, as for instance—the painter over the dealer or the dealer over the painter, and we wish to assure you that such is a fundamental characteristic of the committee's work.

"The committee mention this because of the reference made to an objection taken by a member of the executive of the Ontario Retail Hardware Association to the appearance of the names of painters on the same page as 'Save the Surface' advertising, attributing this to the fact that they were subscribers to the fund. It is explained that at the request of the painters they are permitted to show their firm names and addresses at the bottom of the ad or elsewhere on the same page as the ad appears, as users of "Save the Surface" products, but they are not permitted to state the brands of paint or varnish which they are using. In the same way the committee would be entirely satisfied to have merchants or dealers in paints show their firm names and addresses at the bottom of the ad or on the same page where the 'Save the Surface' ad appears, advertising that they are dealers in 'Save the Surface' products—paints and varnishes.

"The painters in only a few places have availed themselves of this advantage. Hamilton and Toronto are the outstanding cities where they have done so, and at the Toronto "Save the Surface" convention referred to members of the Master Painters' Association referred to the fact that the hardware dealers had not as yet taken advantage of a similar opportunity .

"The committee fully realize that they have a responsibility not only to the manufacturing interests, which they represent, but to jobbers and retailers as well. The extension of the use of paints and varnishes will mean increased business to all, and it is to the advantage of everyone to co-operate to the greatest possible extent. It is also realized that while the great national campaign can be controlled by a central committee, it is necessary for the retailer, who is familiar with his local conditions, to carry on the work in his own district, and cash in on the splendid educational arguments put forward in this campaign."

Three Injured in Oil Tank Explosion

Toronto.—An explosion of a tank containing 100 gallons of turpentine at the Glidden Varnish Co., Wallace Avenue, resulted in three employees being severely burned about the hands and face. The explosion was caused by a fire started from the overheating of varnish in the company's reducing vat.

Paint for Neglected Barns

There are barns without number that have been neglected the last few years due to the war, lack of help and various other causes. Many of them have reached the point where they can't weather another year without serious loss to the owner. Thousands of farmers must paint this year.

This means big business for you

Provided you are in a position to take advantage of this opportunity *now*. Stock up at once with a complete line of Glidden Barn Paints and go after your share of this profitable farm business.

Not only barns have been neglected, but the homes and implements as well. Whatever the need, there's a Glidden product for every purpose.

Write to-day for complete plan and selling data.

THE GLIDDEN COMPANY, Limited
Toronto, Ontario

Branches: Montreal and Winnipeg

If interested tear out this page and place with letters to be answered.

Linseed Oil Situation More Favorable

Survey of Conditions Regarding Linseed Oil, White Lead, Zinc and Lithopone; Colors, Varnish Gums, Etc. — Transportation and Cartage Big Factors in Increased Cost.

AN interesting statement concerning market tendencies of linseed oil, white lead, zinc and lithopone, colors, varnish gums, etc., with particular regard to costs of fuel, labor, light, heat and power transportation is given by the vice-president and director of sales of a large U. S. paint firm to the sales staff. Conditions in Canada are so similar in these respects that this survey will be of interest to dealers in Canada. It is as follows:—

LINSEED OIL.—The situation is more favorable than it has been for some time past, but linseed oil has ceased to be an important factor, relatively speaking, in so far as it governs values of paint materials to-day. Were it not for the fact that linseed oil is on a more favorable level than it has been for some time, higher prices would be inevitable, as the increased cost of operating is so far in advance of anything that we have ever had to deal with that the problem is most difficult in dealing with anything like a reasonable selling cost or a reasonable cost of production. A brief review of the following facts will undoubtedly help to key your work and stimulate our efforts along broad and effective lines.

WHITE LEAD.—Labor at the lead mines has increased in the same proportion as the coal mines. The same labor condition exists at the smelters, costing more to produce pig lead. The same is true in the higher cost of corroding white lead, to say nothing of the finished product, including the higher cost of containers, re-handling, cartage, etc.

ZINC AND LITHOPONE.—Until both of these commodities can be produced at more reasonable costs there is little or no hope for other than present price levels.

COLORS.—Colors and chemical colors have increased in cost in sympathy with all other costs. Colors like umbers, siennas, etc., are also affected by the higher costs of trans-atlantic freight rates, insurance, dock and re-handling charges.

VARNISH GUMS.—The shortage of labor and the difficulty attending digging of varnish gums, together with the high cost of transportation, insurance, re-handling, storage and interest on investment are all important factors affecting higher costs. In addition to this the supply is limited, owing to the very much heavier demand at home and abroad for gums.

PACKAGES.—The costs of tin-plate, solder and bail wire is at the highest point. Lumber from which packing cases are made, as well as fibre and all other material entering into containers, have advanced, particularly lumber, from around $16 per thousand feet to $85 per thousand feet, and to this added cost must now be added the very much higher cost of transportation.

LIGHT, HEAT AND POWER. — The cost of fuel, power-house equipment and all operating expenses in this connection are among the most important factors in increasing the unit cost of power to a point where it is now a very important problem—one requiring much finer and closer supervision, owing to the difficulty in replacement of power-house equipment at the present time.

TRANSPORTATION AND CARTAGE.—These are probably among the leading factors of increased cost. An increase of 33 1-3 to 50 per cent. on the already unusually high costs makes an added increase in values which needs to be most carefully considered. There is no question but what the railroads need this added revenue and are entitled to it in order to not only maintain but build up their equipment and rolling stock, terminal facilities and all other important factors governing.

PAINT SHOULD NOT BE STAR BOARDER IN FALL AND WINTER

(Continued from page 60.)

Preservative Appeal Now Strong

With many other lines of finishes which had their big seasons in the spring of the year owing to the fact that the underlying idea concerning their use was their decorative qualities, attention can now be turned to the advisability of their application in the fall for preservative purposes. The educational campaign which has been in progress in Canada for some time has been harping on this point and it is by the co-operation of the dealer in pressing it home personally that the utmost good can be achieved.

Evidence of how advertising and the dealer's co-operation can mould public opinion is found in the manner in which the public have been educated to the use of ready mixed paints and varnishes. It is not so very long ago that the sale of ready mixed paint and varnish in the hardware stores was practically unknown. Buying mixed paint was then a novelty. Growth has been rapid since that time, but one trouble has arisen. Public opinion was not molded on a broad enough scale and the seasonable idea was allowed to get too much headway. Now it is largely up to the dealers to point out the fallacy of this idea and to create an all season demand.

One of the big drawbacks of the paint business is the fact that the turnover is not large enough. Development of the fall painting idea will help to increase the annual sales and thereby make this a more permanent, all year department.

Sound reasoning and shrewd business judgment brought about the ready mixed paint habit of earlier days without a tithe of the scientific knowledge that is possessed about the product to-day. The definite scientific knowledge possessed to-day concerning the greater service brought about by paint applied in the fall provides a stepping stone for advancement that none of the pioneers of ready mixed goods possessed, or at least, developed. The trade to-day, therefore, has the backing and assurance of scientific and even practical certainty that points the way to more business.

All Season Work Would Reduce Painters' Charges

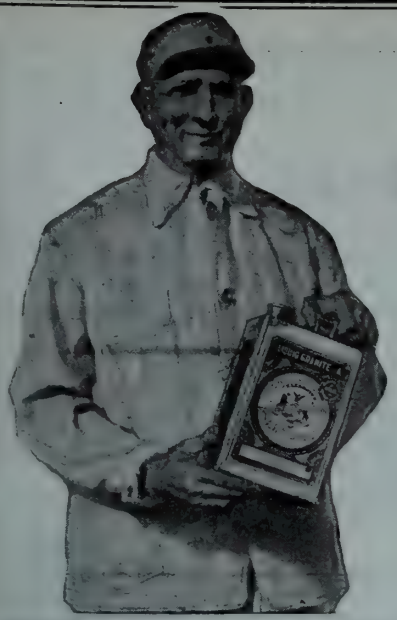
One point which can be emphasized to paint customers in connection with the fall painting idea is that one reason painters' charges are so high is largely because everyone wants them at one season of the year, and in that short season they have to make a sufficient income to tide them over slack seasons. It is at once apparent that, if painting was spread over a longer season of the year, doing exterior work all summer and fall, and interior work in the cold weather, painters' services would be required at all times of the year and costs of this service would be much less than under present circumstances. Another benefit of such a plan would be to get better results from painting than are achieved where amateurs apply the paint. It will easily be seen that such a plan would tend to encourage the wider use of paint and would make it more of an all season feature.

Increasing the Turnover

A concrete illustration featuring a quart of paint, a dollar and a section of shelf space, will best show the force of this argument. In November, or January, say, a paint dealer places his signature on an order which means that in exchange for a quart of paint he will part with a dollar on next April 1st, or 60 days thereafter (if he is wise he will let his dollar go in 15 days and claim his two per cent.). In March the quart arrives and is given shelf space costing rent, insurance and other overhead expense. In April or May it leaves the shelf and the cash register bulges a profit. A spring sorting order finds another quart taking its place, but the chances of this quart leaving that space lessen as the season advances. It may be a summer boarder or it may not. For our purpose, however, it goes forth at the end of May to be replaced by a third quart, which is more than likely to become a summer resorter.

The point is shall this quart become a star boarder for the fall and winter, eating its head off with overhead, or shall it not? The promotion of the fall

(Continued on page 68.)



The Luxeberry Painter Says:

"PREVENTION IS BETTER THAN CURE is an old saying I always think of when I see a job of finishing that has gone wrong. It costs a whole lot less to prevent varnish mistakes than to make them, but I always find Berry Brothers' finishes a sure preventive of varnish troubles."

It is the uniform dependability of "Berry" products that maintains the always growing demand for them.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties

(247)

Walkerville, Ontario

Safety First

In the Oil Room

Safety from fire—safety from loss of oil and time—means using

BOWSER Oil Storage Equipment

ESTABLISHED 1885

Bowser Equipment is practically fire-proof. Handling of oils is done mechanically, with a wonderful saving of floor space, time and oils. It keeps all the oils clean and fit for use. Enables keeping of accurate records. *We have some interesting literature. It's yours for the asking, Write for it today.*

LONDON
32 Victoria St., S. W. 1
HAVANA
Lonja del Comercio 427

S. F. BOWSER COMPANY, LIMITED
66-68 FRASER AVENUE, TORONTO, CANADA
Offices in the principal cities of the United States.

PARIS
5 Rue Denis-Poisson
SYDNEY
6 Castlereagh Street

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

MONTREAL

MONTREAL, October 7. — The paint trade, at the present moment, is seasonably quiet. Manufacturers are engaged in filling sorting orders, and while these are satisfactory the quiet period still exists on current business. One thing of interest is manifest at the moment, and that is the large number of orders which are being received for spring shipment. One manufacturer informed Hardware and Metal that in some cases the response was phenomenal for this season of the year and it indicated, he said, that the trade is well disposed to view the future with confidence.

The feature of the week is that of a softening of the undertone on linseed oil, and while prices have not yet reach the $1.50 figure, some are quoting $1.55. For round quantities of oil it is understood that a somewhat lower price could be secured, but for single barrel lots $1.55 is the lowest figure quoted here.

Firm Basis Holds on All Varnishes

Montreal.

VARNISHES.—The varnish market remains very firm, and this is induced by a number of factors. In the first place, varnish has to be aged for a long period, and despite the fact that lower linseed and turpentine has been available recently it will take many months for this to reach the manufactured varnish. Meanwhile, gums, chinawood oil, containers, labor, and many other factors are maintaining a very strong basis generally.

Further Decline on Linseed Oil

Montreal.

LINSEED OIL.—The flax market experienced a big slump early this week and the price quoted was as low as $3 per bushel. It is a long time since so low a figure was obtainable, and this, ordinarily, would mean $1.50 oil. At the same time crushers state that when they go into the market to buy the price immediately advances, and they are, so to speak, between "the devil and the deep sea." There is very little movement of oil at the present time in a general sense, although one crusher reports that sales in single barrel lots have been surprisingly active. It is stated that very little English oil is now arriving on this market, in view of the fact that the price of the same is even higher than that on Canadian crushed seed.

	Imp. Gal.	
Raw—		
1 to 4 barrels	1 55	1 60
3 to 4 barrels	....	....
Boiled—		
1 to 4 barrels	1 58	1 60½
3 to 4 barrels	....	....

Turpentine Easier; Not Much Selling

Montreal.

TURPENTINE. — The movement of turpentine is restricted in the same sense as that of linseed oil. The market undertone is somewhat softer, and single barrel lots are being quoted at $2.30 per gallon. The usual differential charges are made for smaller quantities.

	Imp. Gal.	
Turpentine—		
Single barrels	2 30	2 35
Small lots	2 40	2 45
(Packages extra.)		

Putty Orders Steady; Price Basis Is Held

Montreal.

PUTTY.—There has been little change in the putty situation from last week. In view of the fact that the retail trade will be doing an increasing business in this line for some time to come, the movement has been seasonably active and quantities are ample to take care of present demand. Supplies of English whitening, so extensively used in the manufacture of this product, have been coming to hand much better in recent weeks than they were during the earlier summer months. No change in the basis is anticipated at the present moment.

Putty—	5 ton	1 ton	Less than ton
Bulk, in bbls.	6 50	6 75	7 10
Do., in half bbls.	6.65	6 90	7 80
Do., 100-lb. drums	7 50	7 65	8 10
Do., 25-lb. drums	7 75	8 00	8 35
Do., 12½-lb. drums	8 00	8 25	8 60
Bladders, in bbls.	8 75	9 00	9 35
Do., in cases	9 00	9 25	9 60

While Pig Lead Down Lead in Oil Holds

Montreal.

WHITE LEAD IN OIL.—While the basic price of white lead in the United States has been on the down-grade for some time, it will take many weeks for this to reach corroded white lead. Manufacturers and corroders have to purchase their supplies several months in advance and the question as to whether lower prices on white lead in oil will prevail is entirely dependent on the extent of the present downward trend on pig lead. If the decline continues and is permanent, cheaper white lead in oil will be available at some future date, but corroders state that there will be no change during the present season in all probability. The present basis is to obtain, as has already been explained in Hardware and Metal, until December 15.

Prepared Paint Orders Are Promising Well

Montreal.

PREPARED PAINTS.—The present movement of prepared paints is limited although some sorting orders are coming to hand. The undertone is steady and manufacturers assert that there will be no possibility of any reductions of the bases.

Glass Sales Fair; No Price Changes

Montreal.

GLASS.—The demand for glass is fair, seasonably speaking, although the falling off in building activity has been a factor in restricting demand. In view of the fact that automobile manufacturers have been curtailing the manufacture of cars, there has been less demand for plate glass from that source, and the supply of plates is therefore an improved one. As deliveries require many weeks, it is thought in trade circles that there will be little change in the situation for some time—perhaps not this year.

TORONTO

TORONTO, October 7. — Very few changes of note are reported in paint circles this week. The decline in turpentine and linseed oil prices which has been in evidence for some time now is continued this week. Both are very much lower in price than they have been for a considerable time, but the demand, never very large at this time of the year, is said to be smaller than usual. White lead in oil and putty are quiet and unchanged except for slight alterations conforming to changes in freight rates. The window glass demand is strengthening a little, due apparently to the changes in the weather. Business in prepared paints and varnishes is fairly good with an improvement noted.

Demand Strengthens For Window Glass

Toronto.

WINDOW GLASS.—The demand for window glass during the past week has strengthened and it has been moving

The Agate Family

For Inside Home Beautifying

This is the popular family with special interest for the dealers who have wisely decided to hammer hard at the inside paint sales this Fall and Winter.

Mrs. Canadian Housewife is well sold on the Agate Family and she uses it all the year 'round. The cold weather season finds her doing no end of "touching-up" inside the home. Everything from the kitchen cabinet to the floors, chairs and tables comes in for "refurbishing."

The retailer who advertises, displays and sells Ramsay's Agate Family will get this business.

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes since 1842

MONTREAL

Toronto **Winnipeg** **Vancouver**

DISTRIBUTORS:

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton.
CALGARY DISTRICT—The McDonald-Baker Co., 818 8th Ave. W., Calgary.
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

"Save the surface and you save all"—*Paint & Varnish*

If interested tear out this page and place with letters to be answered.

more freely. With a continuance of cooler weather it is likely that a very good volume of business would be reported. Firmness is the note in American markets with deliveries promised in three to six months. The situation is unchanged with regard to prices and a little variation is noted in quotations from different sources.

Paints and Varnishes Unchanged; Brisker

Toronto.

PREPARED PAINTS AND VARNISHES.—Business is said to be a little more brisk in prepared paints and varnishes, and orders for next season are being received. Prices remain firm and no expectation of any change is apparent.

White Lead in Oil Movement Improved

Toronto.

WHITE LEAD IN OIL.—The demand for this product has been seasonable with a little improvement noted during the last few days. Prices are unchanged except that freight rates have caused a change in differentials. Base price remains the same and it is being quoted at $20.80 for pure in less than tons.

Putty Shows More Activity

Toronto.

PUTTY.—An increased demand is reported for putty. The coming of colder weather with the fixing up of storm windows usually calls for larger sales of this product. Quotations are for Standard in 100-lb. drums $8.45, and 25-lb. irons $8.80.

Linseed Oil Prices Still Declining

Toronto.

LINSEED OIL.—A further decline of five cents per gallon is reported this week on linseed oil. The demand for oil is said to be smaller than usual and it is never very heavy at this period of the year and prices being so variable little is ordered for future delivery. Not much movement is expected and consumers are holding back. Flaxseed is down to about $3 a bushel now, which is the lowest it has been for some months, and oil producers state that the seed has declined in sympathy with other grain and that the flax situation has not changed as the amount of the crop is well known. Quotations are as follows:

	Raw	Boiled
1 to 2 barrels, gal.	1 55	1 58
3 to 5 barrels, gal.	1 54	1 57
6 to 9 barrels	1 52	1 55

Turpentine Declines Another Ten Cents

Toronto.

TURPENTINE. — Turpentine shows another decline this week, being ten cents per gallon lower than the last market quotations. But little movement of this commodity is expected at this time of the year. There seems to be a little more competition for business and that added to the fact that buyers are holding back is given as the reason for lower quotations. About sixty per cent. of the second crop is reported to be gathered and a fair idea of the yield can be had. While it is hardly expected to go much lower in price it is impossible to foresee what may happen, but producers are said to be holding for higher prices. Following are new quotations. In 5 gal. lots a charge of $1.25 is now made for wood jacket cans, these having advanced in price.

Turpentine—	Per Imp. Gal.
1 barrel lots	2 20
2 to 4 barrel lots	2 19
5 gal lots	2 35

PAINTS SHOULD NOT BE STAR BOARDER

(Continued from page 64.)

painting idea heightens the possibility that it will be ousted into profitable exchange and replaced by another which shall just as readily follow its course and be replaced by a quart which perhaps readily sells for indoor purposes. A dollar that will go and come with each quart and each time it comes bring a profit is infinitely more nimble in the production of bigger business than the one that sits tight on the shelf under a label. Shelf space means money. Fall painting will help to provide accommodation for more active roomers where otherwise only one sleepy boarder might rest, without profit, from early summer until next spring.

From both the scientific and the practical standpoints fall painting is beneficial. This being an established fact, the dealer who utilizes this information is the one who will make his paint department a live, all-year means of profit.

SELLS THE "IDEA" OF ELECTRICAL DEVICES

(Continued from page 40)

frame of mind and willing to spend time to look into the possibilities of each line. Many electrical lines require the outlay of a considerable amount of money and it is not always possible to secure the undivided attention of the customer in the store sufficiently long to convince him of the value of the article. At a fair it is different, for there people are looking for information and want to be interested, and when once interested it takes but a short time to convince them of the value of having up-to-date appliances in their home and buildings.

The standard of life on Canadian farms has improved considerably in the past few years, and with a bountiful crop this year the farmer will be better fixed than ever before to have city conveniences. Now that the crop has been harvested is the time to go after this business. Most Canadian communities are now served with electricity and the power is sufficiently cheap to allow of its use to circumvent the former drudgeries of farm life. Day by day new appliances are making the farm home an easier, happier and more comfortable place. Electric washers are big helpers on Monday, electric irons the chief helpers on Tuesday, electric cleaners reduce sewing machine enables the farm wife to the work of cleaning, while the electric do three times as much sewing as by the old method and with less fatigue. Electric lights eliminate oil lamps and the tiresome task of filling and cleaning lamps.

PITTSBURGH MARKETS

(Continued from page 59.)

nacemen were loudly predicting "pig iron is going to $50." It did go to that figure, in the case of foundry iron valley, Cleveland, Buffalo and Eastern Pennsylvania, but apparently the advance occurred chiefly because the furnacemen set out to get it. The furnacemen did not, however, get the orders. That was another matter. Consumers stopped buying. The trade has it that foundry iron at valley and Cleveland furnaces has now declined $3, to $47, furnace, but the decline rests upon even flimsier foundation than the preceding advance, as there was simply a small sale by a middle interest."

RETAILERS AND WHOLESALERS

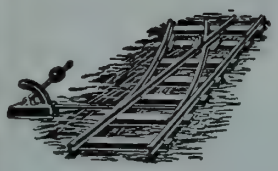
(Continued from page 38)

subject to sales tax if such material is shipped to the foreign purchaser direct from the mill. If the material is shipped from the mill to a Canadian dealer and is exported by such dealer, the sale and delivery by the mill to the dealer is subject to the tax, but the delivery by the dealer to the foreign purchaser is exempt from tax; in this event, however, the tax paid on the sale and delivery by the mill to the dealer is subject to drawback upon furnishing proof of export and of payment of the tax."

The trade discounts which are regularly allowed under like condition of sale may be allowed for excise tax purposes if such discounts are allowed and deducted on the face of the invoice by the shipper. If the shipper grants to the purchaser the privilege of deducting from the gross invoice price a discount for cash payment in a stated period, and if the purchaser, when making settlement of the bill, avails himself of the condition under which the discount is allowable, the tax paid on the amount of such cash discount may be credited in the next succeeding tax return furnished by the shipper, providing that such next succeeding return is made within sixty days of the payment of the tax upon the amount of discount allowed. If the adjustment of the tax paid on the amount of the discount cannot be made within the sixty days, each adjustment can only be made by application for refund to the department.

G R

MINISTRY OF MUNITIONS



THE DISPOSAL BOARD HAVE

STOCKS

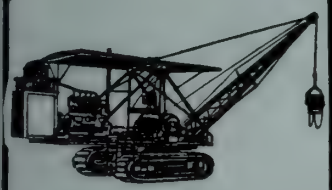
LYING IN THE UNITED KINGDOM

and

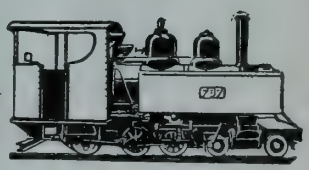
AVAILABLE FOR EXPORT

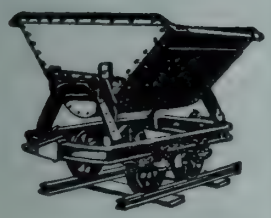
of

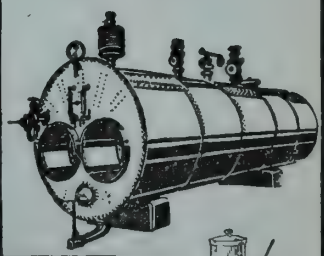
ENGINEERING STORES



- Ferrous and Non-Ferrous Metals
- Plant and Machinery
- Steam Engines and Boilers
- Factory Stores
- Machine Tools
- Railway Material
- Contractors' Stores
- Electrical Instruments and Machinery
- Medical Stores
- Chemical and Explosives
- Motor Vehicles
- Agricultural Machinery
- Aircraft
- Furniture
- Textiles and Clothing
- Boots and Leather Equipment
- Motor Boats, etc., etc.

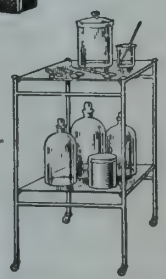






Buyers should instruct their representatives in the United Kingdom to communicate with the Secretary, Disposal Board, Ministry of Munitions, Caxton House, Tothill Street, London, S.W.1.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ...	.....	.....	$ 7.00
22 Short ...	.....	$10.00	10.70
22 S. Mush .	.....	.....	11.50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16.00
22 L.D. do.	.....	.....	18.70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
.32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; **net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.**

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....$ .25	Group 3....$ .50
Group 4.... .75	Group 5.... 1.00
Group 6.... 1.25	Group 7.... 1.75
Group 8.... 2.25	Group 9.... 2.75
Group 10... 3.25	

Bench—No. 1, doz..........	$19 25
No. 2, doz..........	22 00
No. 3, doz..........	24 75
No. 4, doz..........	26 95
No. 5, doz..........	29 70
No. 6, doz..........	33 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. **Prices range** from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to **Revised List** of Feb. 14, 1907.

Extra Quality, 6½%.

Standard Quality, 6½%, 10%.

Side Lace Leather, lb. $2.00.

Cut Lace Leather, lb., $2.40-$2.85.

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.

Gilmour Auger Bits, net.

Gilmour Eye Augers, add 10%.

Irwin Auger Bits, list plus 20%.

Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc. Doz.

Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.

Subject to acceptance.

BOILERS (Range)

30-gal., standard 15 00

30-gal., extra heavy $18 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 6 in. and shorter, net list.

Carriage Bolts ($1 list), ⅝ in. dia. and longer lengths, list plus 10%.

Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.

Machine Bolts, ⅝ in. dia. and smaller, 4 in. and shorter, 10%.

Machine Bolts, ⅝ in. dia. and smaller, longer lengths, list plus 10%.

Machine Bolts, 7-16 in. dia. and larger, list plus 10%.

Sleigh Shoe Bolts, all sizes, list plus 10%.

Coach and Lag Screws, 15%.

Square Head Blank Bolts, list plus 10%.

Bolt Ends, list plus 10%.

Plow Bolts, 1, 2, 3 heads, net list.

Plow Bolts, others, list plus 20%.

Elevator Bolts, large heaad, list plus 10%.

Elevator Bolts, corrugated heads, 20%.

Fancy Head Bolts, list plus 10%.

Shaft Bolts ($3 list), list plus 10%.

Step Bolts, large head ($3 list), list plus 10%.

Whiffletree Bolts, list plus 10%.

Nuts, 2 in., and smaller, square Blank, add to list $2.25.

Nuts, 2 in. and smaller, square Tapped, add to list $2.75.

Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c

F.O.B. Montreal, London, Toronto.

BRASS Base

Sheets, 24 gauge and heavier, base $0 40

Rods, base ½ to 1 in., round 0 37

Tubing, seamless, base 0 46

F.O.B. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS Dozen

Step ladder $36 00

Step ladder stools 20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12.25 to $13.50; No. 1, $12.25 to $13.50; No. 2, $13.35 to $15; No. 3, $14.35 to $16.50; No. 4, $16.40 to $19.50; No. 5, $19.50 to $22.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER Gross

Satinette $24 00

Nu-Way 21 00

CLIPPERS. HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each........	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS Per Doz.

Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $0 93

No. 3, per doz. 11 25

CLOTHES LINE REELS Doz. net

No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 70	.....
5-16 in.	18 20	19 40
⅜ in.	13 85	16.55
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

Electric Welded

	Proof	B.B.B.
⅛ in.	$22 30	.....
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	.....
7-16 in.	11 85	.....
½ in.	11 50	.....
⅝ in.	11 05	.....
¾ in.	10 80	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 37%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— Doz.

No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER Mont. Toronto

	Base	Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 46
Plain Tinned, 16 oz. and heavier, lb.....	0 48	....
Polished and Tinned, 16 oz. and heavier, lb.	0 52	0 50
Tubing, lb.	0 50	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 95
No. 7, lb.	0 94
Nos. 8, 9, 10, 12.........	0 93

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. ....

2 ft. 10 in., doz. ....

3 ft. x 7, doz. ....

Prices withdrawn

DRILLS

Standard Lists.

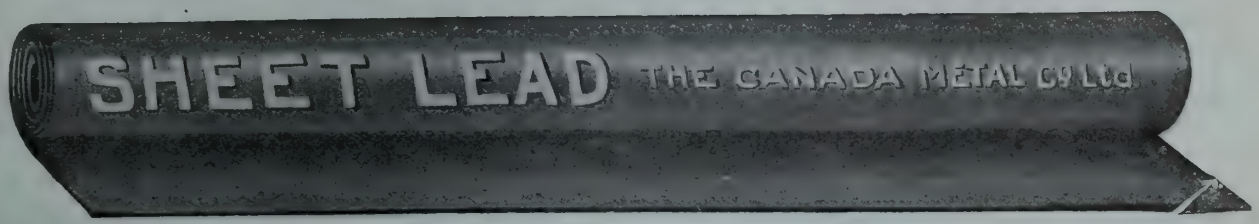
Blacksmiths', ½ in. x 2½ in. shank

List each.

⅛........	$0.45	19/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

ORDER FROM OUR NEAREST FACTORY

SHEET LEAD



LEAD PIPE up to TWELVE INCHES in diameter
LEAD TRAPS
LEAD BENDS

LEAD PIPE

SHEET LEAD EIGHT FEET WIDE or less
ANY LENGTH
PROMPT SHIPMENT

BABBITT SOLDER

THE CANADA METAL CO., Limited

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

AGENCIES WANTED — CORRESPONDENCE INVITED

A. DOWNS & CO. ENGINEERS AND MILL FURNISHERS

SEEK SOLE AGENCIES COVERING THE WHOLE OF THE UNITED KINGDOM FOR

BELTING Balata & Leather	**LUBRICATORS**	**STEAM VALVES**	**HACK SAWS**
FILES	**ENGINE PACKINGS**	**SCREWS and NAILS**	**TOOLS** of every description

All communications to be addressed to: **27A New Cannon St., MANCHESTER** Wires and Cables: "WILLINGLY MANCHESTER."

PINK'S LUMBERING TOOLS

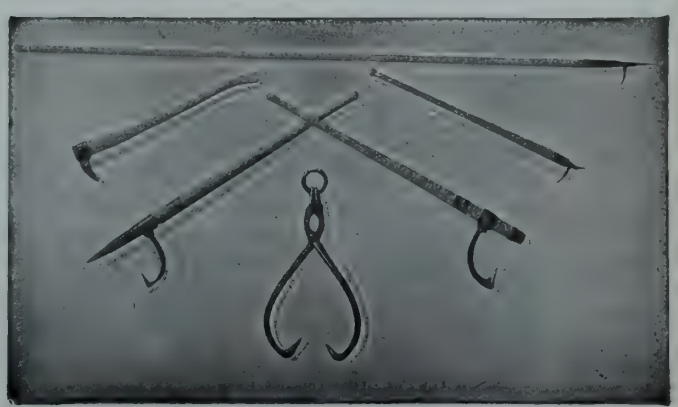
The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 42½%
Blacksmiths', ½-in. shank.. 27½%
Straight Shank 27½%
Straight Shank, wire 27½%
Taper Shank 27½%

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.
Great Western, Amer. Nov. 1, 1899. .... 50 %
Kearney Foot, Arcade.... 50
J. Barton Smith, Eagle..... 50
P. H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson 27½
Black Diamond 27½
Delta Files 20
Firth Files 50
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 75	0 85
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under..	50%	50%
4½ in. and larger..	40%	40%

4 in. and under, running thread, 20%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.
Under 40 lbs. $5 50
40-100 lbs., 2 in to 3 in. face 5 00
Bi-Treadle, each 9 75
Cycle BB 9 40

GRIND STONE FIXTURES
Doz.
No. 22 .... $10 80
No. 33 .... 11 40
No. 2½ 11 15
No. 3 .... 11 70
F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russet, rope tie, 1 in. 13 80
Black, rope tie, 1 in. 14 00
Black, rope tie, 1¼ in. 16 80
No tie, 1 in. 21 60
No tie, 1¼ in. 24 60

HALTERS, ROPE Doz.
Sisal, 7-16 in. $25 00
Do., 9-16 in. 38 00
Jute, 7-16 in. 25 00
Do., 9-16 in. 38 00

HAMMERS, SLEDGE
Can, 5 lbs. and over, cwt..$19 25
Under 5 lbs. 24 00
Masons, 5 lbs. and over, per cwt. 22 00
Masons, 5 lbs. and under... 27 00
Napping, up to 9 lbs. ....
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLE (WOOD)
All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
List
Atlas, No. 0 .... $13 35
Atlas, No. 1 .... 13 80
Atlas, No. 2 .... 15 85
Stearns, 4 in. 9 80
Stearns, 5 in. 13 25
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 15 00
America 18 00
Great West 30 00

HEATERS, ELECTRIC
Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $11 50
Majestic, 2 Burner 17 50
Discount 27½%.
Universal 18 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	18 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 60

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto
Corrugated, ½ in., 100 ft....$21 00
Corrugated, ⅝ in., 100 ft.... 24 00
Corrugated, ¾ in. 28 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)
Mrs. Potts, No. 55, polished, per set $2 20
Mrs. Potts, No. 50, nickel-plated, set 2 30
Mrs. Potts, handles, japanned, doz. 2 10
Common, plain, 3, 4 and 5 lbs. 15.60
Common, plated, 4-5 lbs. 17.50
Common plated, 6 lbs. and up .....
Plain, 6 lbs. up 12.40
F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY
Spear Point $19 00
Lightning 17 50
Heath's 17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short Globe, plain........ $15 00
Do., Japd. 15 00
Long Globe, plain 15 00
Do., Japd. 15 00
Dash, plain 18 75
Do., Japd. 19 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—
Cold Blast, Short or Long
1 doz cases .... $1 20 doz.
3 doz. cases .... 1 15 doz.
6 doz. cases .... 1 10 doz.
Cold blast, genuine ruby 5 50
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.
Steel Thumb, No. 2 .... $2 35
Steel Thumb, No. 3.. ...... 3 10
Steel Thumb, No. 4 .... 3 20
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10
F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)
List each
Canadian $12 50
Dowswell 12 75
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
Momentum 20 25
New Century, style A 19 75
New Century, style B 21 75
New Century Electric 160 00
Playtime, engine drive 27 00
Ideal Power 28 00
Seafoam, electric, style A ... 120 00
Seafoam, engine drive 55 00
Sunshine 10 25
Popular, No. 2 .... 12 50
Economic ....
Popular, No. 1 .... 13 00
Champion 20 25
Blue Bell, without stand .. 18 00

List, each
Puritan Water Motor Washer, complete 30 00
Hydro, 1 Tub, engine drive 57 00
Do., do., electric 116 50
Rotary water motor washer.. 29 00
Connor ball-bearing, with rack 22 75
Perfection, engine drive..... 65 00
Perfection, electric 124 00
Beaver 27 50
Beaver, power 28 50
Connor, vacuum 27 50
Patriot 23 00
Jubilee 12 30
Canada First 23 75
Less 20%.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.
Tinsmiths, 2½ x 5½ in...... $2.40
Carpenters', No. 3 .... 9 70
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS
Cutter, doz. $14.25
Pick, doz. 14.25
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD
Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 76
No. 8, dozen 49 76

MOPS Doz. Net
Liquid Veneer $16 00
O-Cedar, less handle 14 00
Do., with handle 16 00
S. W. Mops, complete 6 30
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 85 3 35
Crank wringing 8 25- 9 00
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN
Adanac 35%
Woodyatt 10%
Empress 15%
Mayflower 25%
Ontario Daisy 15%
Star 10%
Brockville K .... Net
Brockville C .... Net
Brockville BB .... Net
F.o.b. Toronto, Guelph. London, Hamilton, Brockville.

NAILS
List adopted July 10, 1912
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London: Hamilton, Milton, $6.25 base; Toronto, $6.40.
F.o.b. Montreal, $6.40 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...
Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT
Montreal, $6.90; London, $7.50 base; Toronto, $7.35.
Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per 100 lbs., $12.
F.o.b. Montreal, Toronto, Hamilton.

DEALERS: DON'T OVERLOOK THIS LIVE LINE!

Penberthy Washing Machine Drainer

(Operates by Water Pressure)

The Old Way

Adapter—For use with smooth faucets. Order this also if your faucets are not threaded.

The New and Better Way

A Real Household Necessity

Frees the women folk for all time from the tiresome, mussy, old-fashioned way of filling or draining washing machines and tubs on wash day. Fits any faucet. Can be attached or detached in a moment. No tools needed.

To Empty

Take off cap "B" and turn on the water. This creates a suction through the hose and so drains the water into the sink.

To Fill

Simply attach Drainer to the faucet and screw on cap "B" and turn on the water.

The Adapter "A" converts smooth faucets into threaded ones. Simply slip it over plain faucet and attach to Drainer.

The Drainer is made of aluminum—will not rust—will last a life time.

Used by thousands of women all over the country. Can be used for a number of purposes and it saves many, many steps and all the heavy lifting.

The Penberthy Washing Machine Drainer

should be in every household, and you can sell every woman in your town, whether she has a washing machine or wash tub, or whether her washing is done in the basement or kitchen, providing she has water pressure for operating power.

Order From Your Jobber.

If he cannot supply you, write us direct and we will see that your order is given prompt attention.

We will furnish free on request attractive hangers, circulars, etc.

Manufactured by

Penberthy Injector Company, Limited

Windsor, Ont.

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size — C Brand

Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝″	$20 25
4	1¾″	10 25
5	1 15-16″	5 25
6	2⅛″	5 00
7	2 16-16″	4 75
8	2½″	4 75
9	2 11-16″	4 50
10	2⅞″	4 50
11	3 1-16″	4 50
12	3¼″	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 25%.

1-in. mesh, plus 25%.

American netting, 1-in. mesh, add 30%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 35.6
Black oil (winter)	0 34.1
Imperial Kerosene, tractor	1 50
Capital, clinder	1 01.6
Machine oil, regular grades	0 65.1
Imperial gas engine oil	0 66.1
Paraffine	0 46.1

List, less 15% on above.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel oil, bbls., net	0 20
Fuel oil, tank cars, net	0 18

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. roll	Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor	1 50	1 50
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor	1 70	1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 95	1 95
Joliette Sheathing	1 50	1 50
Do., tarred	1 70	1 70

	Per 100 lbs.
Monarch Sheathing, white	10 50
Do., gray	9 75
Straw Sheathing, heavy, dry	8 05
Spruce Sheathing, 36″ and 72″ wide	11 75
Asbestos Sheathing	13 50
Carpet Felt	9 00
Tarred Felt, 7, 10 and 16 oz.	6 05

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 10
4 gross (cartons), 4-in.	2 10
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 31	7.41	5 91	8 01
⅜ in.	5 31	7 41	5 91	8 01
½ in.	7 10	8 63	7 95	9 48
¾ in.	8 80	10 87	9 95	12 02
1 in.	13 01	16 07	14 71	17 77
1¼ in.	17 60	21 74	19 90	24 04
1½ in.	21 04	25 99	23 79	28 74
2 in.	28 31	34 97	32 01	38 67
2½ in.	44 75	55 28	.....	.....
3 in.	58 52	72 29	.....	.....
3½ in.	74 06	90 62	.....	.....
4 in.	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$32 01	$38 67	$35 71	$42 37
2½ in.	48 26	58 79	54 11	64 64
3 in.	63 11	76 88	70 76	84 53
3½ in.	75 90	92 46	85 10	101 66
4 in.	89 93	109 55	100 83	120 45
4½ in.	1 05	1 29	1 30	1 54
5 in.	1 22	1 50	1 52	1 80
6 in.	1 58	1 95	1 97	2 33
7 in.	2 06	2 53	2 53	3 01
8L in.	2 16	2 66	2 66	3 16
8 in.	2 49	3 07	3 07	3 64
9 in.	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in.	3 56	4 39	4 39	5 [illegible]

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 25··· to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal, Montreal, Toronto

Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

	Tor. Mont. Per box
IC, 20x28 112 sheets	27 00
IX, 20x28 112 sheets	30 00
IXX, 20x28 112 sheets	33 00
IXXX, 20x28 56 sheets	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40

No.	Each
70	$6 75
80	6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned. 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Everlastic Liquid Roofing cement— Per gal., in bbls.	0 70	0 70
Red Star, 3 ply	2 75	2 80
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

F.o.b. Toronto and Montreal.

ROPE

Pur e Manila basis	0 33½
Beaver Manila basis	0 26
New Zealand hemp basis	0 26
Sisal basis	0 21½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 21½
Double lath yarn	0 22
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 73
Do., 5-32 in.	0 71
Do., 3-16 in.	0 70
Do. ¼ in. and up	0 68

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50
Discount 10/5%.		

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamiltor.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

LITTLE VISITS

Beatty Bros. Limited Bulletin

With BT Dealers

C. C. Lee, Goderich, Ont.

A very successful demonstration was recently staged in the window of Mr. Lee's Goderich store.

Upper section shows Staff and Store taken during the Time-Saver demonstration.

Lower Section—The Sunset Hotel, a very large and successful summer hotel owned and operated by Mr. Lee.

Demonstrations Pay!

Mr. C. C. Lee of Goderich, Ontario, believes in demonstrating the goods he handles.

Our illustrations show a very successful demonstration of the Time Saver Washer recently put on in the window of his large store in Goderich.

We co-operated with Mr. Lee by sending one of our Special Washer Salesmen to put on the demonstration and loaned Show Cards, Signs, Etc. Previous to the demonstration, Mr. Lee advertised freely in the local papers, thus working up considerable interest.

This demonstration—like many others of a similar character—was a great success. The sale of six machines was directly traceable to the demonstration—several were actually sold while the demonstration was in progress. It is impossible to estimate what the actual returns will be in the end. Demonstrations bring in business for months afterwards.

BT TIME SAVER

The Time Saver
Electric Washer and Wringer

BT TIME SAVER

The Time Saver is a profitable machine for the dealer. It carries a good margin of profit, gives satisfaction and sells easily.

We co-operate with our dealers in every way in selling the Time Saver. Circulars, advertisements for the local paper, slides for the local movie, show cards, signs and the skilled assistance of specially trained salesmen are all available to the Time Saver dealer.

Our plans for selling the Time Saver do not stop with the dealer. We aim to see that every machine we send out is giving actual service and satisfaction in some customer's home.

If a high-grade machine, backed by this service, strikes you as a good proposition—write us for particulars.

BEATTY BROS., LIMITED

Fergus, Ont. London, Ont. Winnipeg, Man. Montreal, Que.
St. John, N.B. Edmonton, Alta. Vancouver, B.C. London, Eng.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $20 00
Golden Clipper 20 95
Little Giant 22 00
Bush 20 50

SNATHS Doz.
00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 06
Bush 17 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$13 50	$13 00
26 gauge	13 25	12 95
24 gauge	12 65	12 35
22 gauge	12 30	11 90
20 gauge	.....	11 75
18 and 20 ga.	11 60	.....

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 65
Galvd. 7 65

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner.. $25 50
Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net..... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast .....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 50
Discount 30% off list.
Hot Blast .....Plus 10%
80% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—
Star, No. 1, doz..... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b.....$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings..... 47 00
Grand, jap., cyco b.b..... 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings..... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 66 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario.....$10 00

TACKS Discount
Wire Tacks .....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings .....Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Ppright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.....	$6 90	15 in.....	$12 50
10 in.....	7 70	18 in.....	16 00
12 in.....	9 10	add 25% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 ..... 3 50
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 ..... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb..... $0 80
Cones, 3-ply, lb. 0 75
Do., 4-ply, lb. 0 82

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 30%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2..... 23%
Bath Cocks—Compression ... 25%
Flatway stop and waste cocks, Standard 25%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, stand. add 10%
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard .....add 5%
Gate or Straightway ..... Net
Jenkins Gate Valve 10%
Standard Gate .....list plus 5%
Jenkins Globe .....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves
Gate Valves .....Net list
Regrinding Valves .....Plus 7½%
Swing Check Valves .....Plus 15%
Compodisk Valves .....Plus 7½%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 25%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs.	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0	0 40
No. 0/9	Base
No. 10	0 06
No. 11	0 12
No. 12	0 20
No. 13	0 [illegible]
No. 14	0 40
No. 15	0 55
No. 16	0 70
Bright base	6 00
Annealed base	6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 ..... $10 00
No. 19 ..... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern: 20% on genuine.

WRINGERS, CLOTHES
Domestic, No. 531E $127 00
Dom. Bench, No. 541EB.... 174 00
Favorite, No. 511E 117 00
Favorite, No. 512 ..... 124 00
Royal Canadian, No. 151... 102 00
Favorite, No. 514 ..... 145 00
Ottawa, No. 331E 115 00
Ottawa Branch, No. 341EB. 162 00
Challenge, No. 311E 105 00
Warranty 127 00
Bicycle 115 00
Safety 103 50
Eze 110 00
Rapid 100 00
Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London. Stove Pipe Thimbles, 40%.

ONCE MORE!

SHIPMENTS ARE GOING OUT REGULARLY

A large volume of

MADE IN PREMIER CANADA

Galvanized SHEETS

TONCAN METAL

is going to jobbers and manufacturers.

Order now for fourth quarter delivery

DOMINION SHEET METAL CORPORATION, LIMITED
HAMILTON, CANADA

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-30
Golden ocre, 100-lb. kegs	..-09
White ochre, 100-lb. keg	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	..-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50- 7.00

F.o.b. Montreal, Toronto

OILS—	
Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 00
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
O.P.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
6-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$10 00
Less, per lb.	0 13

SHELLAC

	Pure white	Pure orange
Per bbl.	$8 25	7 50
Gal. jugs	8 75	8 00

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz.
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 80
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20
C. D. Wall Coating, white		9 60
Do., colors		9 60

WASTE

Cream, Polishing	$0 26

WHITE

XXX	0 23	XXX	0 23
XX	0 21½	XX, grad	0 21½
X	0 20	XLCR	0 20
XC	0 18½	X Empire	0 18½
		X Press.	0 16½

COLORED

No. 8	0 11	Fancy	0 18
No. 1	0 18	Lion	0 16
No. 7	0 16	Standard	0 14
No. 1A	0 14½	Popular.	0 12
No. 1B	0 12½	Keen	0 10

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 75
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls. $3 25
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	$3 75
Methylated Spirits	2 95

F.o.b. Montreal Toronto London.

ORDER FROM OUR NEAREST FACTORY

HARRIS HEAVY PRESSURE

The Distinctive Babbitt

Round in shape, Copper coated, with profile and wording that thousands of users know by years of service.

Put out and guaranteed by a Firm with a metal experience of over one-third of a century, and whose guarantee means something.

DEMAND THIS CAKE FROM YOUR JOBBER.

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

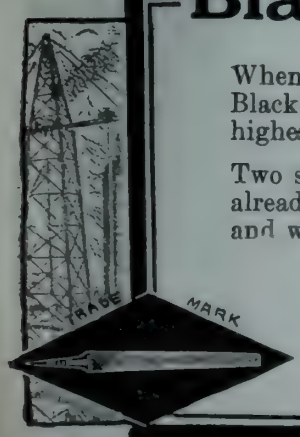
Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G. & H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	28 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	64 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.
Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.
Farriers Clip Horn, 30c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ....40% on list
Gilmour ....10% on list

AXES

Single Bit $17 50 $19 00
Double Bit 24 50
Broad Axes 60 00

AXES, BENCH

No. 2 .... $22 00
No. 3 .... 24 75
No. 4 .... 26 95
No. 5 .... 29 70
No. 6 .... 33 00

BAR IRON

Bar Iron—Round and square, ⅝-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3-16 in, $8.80; ¼ in., $7.95; 5-16 in., $7.75. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.
Agricultural or No. 1 leather beiting, 6½-10-10% off list.
Standard, 6½-10% off list. Extra 6½%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots $54 00
5,000 ft. lots 55 00

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.
Per pr.
2½ x 2½ in. 45
3 x 3 in. 46
3½ x 3½ in. 48
4 x 4 in. 60
4½ x 4½ in. 89
5 x 5 in. 1 10
Wrought Steel—
No. 800 .... 30% on list
No. 804 .... 10%
No. 838 .... 17½%
No. 840 .... 24%

CARPET FELT

Per 100 lbs.
16 oz. 5 50
20 oz. 7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.
B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.
Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.
Hand, No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1 ....$10 88
Hand, Newmarket 3 60

CLOCKS—Alarm

Each
Big Ben $4 05
Baby Ben 4 05
America 1 95
Sleepmeter 2 75

CLOTHES LINE WIRE Doz.

50 foot $4 50
100 foot 8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.
8, 9, 10 ....$1.08 lb.

DRILLS

See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank...25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH

Eavetrough, per 100 ft., $7.60; 10 in., $8.33; 12 in., $9.68; 15 in., $13.50.
Conductor pipe, 2 in., per 100 ft., $9.23; 3 in., $11.25; 4 in., $14.40; 5 in., $19.80.

ENAMELWARE

See Wares.

FILES

Globe ....Discount 50%
Nicholson Gen........Discount 20%

FITTINGS—Malleable

Class A 50%
Class B and C, off new list.. 60%
Bushings 10%
Unions, "Dart"—
¼ to 2-in. 15%
⅛, 2½, 3½ and 4-in. 5%
Nipples, 4 in. and under ... 45%

FRY PANS Each

Cast iron, No. 8.......... $1 05
No. 9.......... 1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz.

Cold Blast $1 20
Short 1 20
Genuine Ruby 5 00

GRIDDLES, PANCAKE

Round, No. 1 .... $1 05
No. 2 .... 1 15
Oblong, No. 8L 1 10
No. 9L 1 25
No. 3 .... 1 90

GRINDSTONES

price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60% and 10%.

HAMMERS—Adze-Eye, Plain

Doz.
No. 0, 1½ lb. $20 20
No. 1, 1¼ lbs. 19 05
No. 1½, 1 lb. 18 95
No. 2, 13 oz. 18 50
No. 22, 1¼ lbs. 15 00
No. 21, 1 lb. 13 65
Bell Face Doz.
No. 61, 1¼ lbs. $19 05
No. 61½, 1 lb. 18 95
No. 62, 13 ozs. 18 50
No. 65, 1¼ lbs............ 15 00
No. 64, 1 lb. 13 65

HAMMERS, MACHINISTS'

Doz.
No. 30 up to and including
No. 1 .... $13 85
No. 1½ 16 15
No. 2 .... 18 50
No. 2¼ 20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.
Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.
Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....
Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.
Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.
Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40 ;12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

Doz.
No. 200, jap. $2 15
No. 1200, jap. 3 90
No. 1201, O.C. 4 72

HORSESHOES

Iron, No. 0 to 1, $9.60; No. 2 and larger, $9.85; snowshoes, No. 0 to No. 1, $9.85; No. 2 and larger, $9.70; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

Per 100 ft.	3-ply	Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED Apollo and "Fleur Premier de Lis"

10¾-oz. or 28 Eng. $13 75
28 Am. or 26 Eng. 13 35
26 Am. or 26 Eng. 12 80
24 .... 12 65
22 .... 12 65
18 and 20 .... 12 50
16 .... 12 35

IRONS, SAD

Common Sad Iron, 6 and over, 16½c per lb; 4 and 5 lbs., 21c per lb.
Mrs. Potts' No. 55, set...... $2 90
Mrs. Potts' No. 50, set...... 3 05
Mrs. Potts' common sad iron handles, $2.78 dozen. Mrs. Potts' improved, $3.75 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $17 50
Lightning 17 50

LADDERS, STEP

Common, 4 ft., $1.24; 5 ft., $1.55; 6 ft., $1.86; 7 ft., $2.15; 8 ft., $2.40; 10 ft., $3.10.

LADDERS, EXTENSION

20 to 32 ft., per ft., 32c; 36 to 40, 34c.

LANTERNS

Cold Blast
No. 2, Japd. 16 50
No. 2, Coppd. 19 25
No. 2, plain 15 75
Short Globe, doz. 15 75

LATCHES—THUMB, STEEL

Doz.
2 .... $3 75
3 .... 4 25
4 .... 5 70
Barn Door
5 .... 3 20
8 .... 3 65
9 .... 5 25

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

Each
Dowswell ....$ 9 00
New Century 16 30
Canadian 9 00

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1 .... $14 70
O-Cedar, No. 3 .... 14 70
Self-wringing 6 70
Mop Handles 2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 12 00	$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.65 base; Winnipeg, $7.35. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in........... $6 63
30 in........... 8 93
36 in........... 10 50

Stephens'

REGISTERED TRADE MARK

Silkstone Flat Wall Colours

For beautifying homes all the year round. Silkstone is not merely a "spring re-decorator," but an all-the-year staple that housewives are buying for the home whenever the spirit moves them to "do the walls."

The housewife is "sold" on Silkstone because she knows that it is cheaper than wall paper and can be washed without rubbing off. The soft, silky finish has an appeal for the home-lover. Silkstone out-wears all other wall coverings.

The economical side of Silkstone; its beauty and its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably—learn what's in it for you in an agency.

Ask for Colour Cards and other Literature

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be be answered.

Winnipeg Hardware Quotations—Continued

NUTS
Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—

	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15
Ramsay's White	5 55
Do., colors	5 30
Dultone, White	4 25
Do., colors	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 60
Sunrise	1 45
Anchor, tarred	1 75
O.K., tarred	1 75
Tarred Felt	6 75

PICKS, CLAY
5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.: 7-8 lb.. $14.25 doz.

PIPE, WROUGHT
Buttweld,

Per 100 ft. Blk.	Steel Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	151 20
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA
18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	2 40	2 10
12-oz.	4 80	4 20
1-quart	10 00	10 50
½-gal.	....	16 80
1-gal.	28 08	25 20

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 85
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON
No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS
Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. t' s	16¾

RIVETS AND BURRS
Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—
British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in., ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.
Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.
Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.
Lath Yarn, 24¾c.
Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.
Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET
See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	148 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, round head, $6.25 flat, Fort William, $7.60 Winnipeg; galvanized staples, $6.90 Fort William, ... Winnipeg.

STEEL
Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE
See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial, Pearl, list plus 2½% advance.
Premier, Canada, Diamond, plus 40%
Whitewear, 22½% off.
Japanned Ware, list, plus 45%
Japanned Ware, white, list plus 57½%
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 20-10-2½% discount.
Stamped Ware, retinned, 15-5-5%
Pieced Tinware, ordinary, list plus 90%
Pieced Tinware, copper bottoms, list plus 105%
Sheetiron Ware, list plus 72½%.
Light Galvanized Pails, plus 72½%
Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 50	$23 00
¼ in.	19 80	20 30
5/16 in.	18 60	19 10
⅜ in.	17 25	17 75
7/16 in.	16 20	16 70
½ in.	15 60	16 10
9/16 in.	15 45	15 95
⅝ in.	15 30	15 80
¾ in.	15 15	15 65
⅞ in.	15 00	15 50
1 in.	15 00	15 50
1⅛ in.	15 00	15 50
1¼ in.	15 30	15 80
1⅜ in.	15 30	15 80

WASTE
Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB
Lyman, 4-point, $6.35 Winnipeg; Glidden Cattle, 2-pt., $6.15 Winnipeg; Baker, 2-pt., $6.05 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.
Patented screen in 100-ft. rolls, $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN
Bale ties, 14-gauge, single loop, $8.65 Winnipeg, $8.00 Fort William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $7.60; No. 10, $7.66; No. 12, $7.80; No. 14, $8.00; No. 15, $8.10; No. 16, $8.30 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

	Trimo Each	Stillson Each
6 inch	....	1 60
8 inch	....	1 80
10 inch	1 81	2 00
14 inch	2 50	2 80
18 inch	3 63	4 00
24 inch	5 25	5 80
36 inch	....	10 80

Always Ready	Black (Dozen)	N. P. (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines
Harness Oil Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

HARDWARE SPECIALTY LINES
WANTED FOR WESTERN CANADA

P. R. BRECKEN, Limited

Manufacturers' Agent

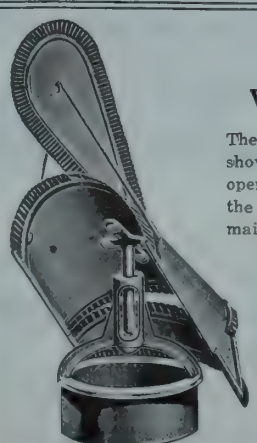
108 Sixth Avenue West

CALGARY ALBERTA

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.



O-Rib-O

Volcano Chimney Top

The Deflector — the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

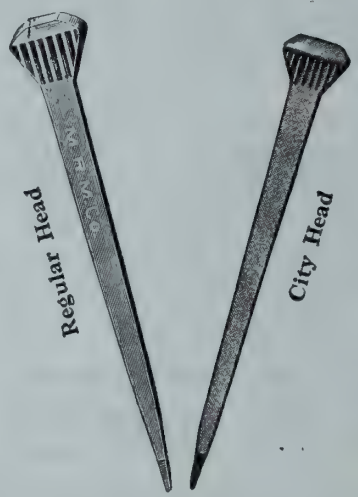
Cures the worst chimneys, and closes sales with a bang. Homes, stores, churches, factories are all your prospects.

Order to-day.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

PRICE LIST
"M.R.M." BRAND
HORSE SHOE NAILS

Number	Lengths	Price per box (25 pounds)
3	1⅝ in.	$20.00
4	1¾ in.	10.00
5	1 15/16 in.	5.25
6	2⅛ in.	5.00
7	2 5/16 in.	4.75
8	2½ in.	4.75
9	2 11/16 in.	4.50
10	2⅞ in.	4.50
11	3 1/16 in.	4.50
12	3¼ in.	4.50



Blacksmiths are now demanding "M.R.M." Horse Nails. They are made from the best material obtainable. They drive well and hold after they are driven.

Liberal discounts allowed off above list prices to Merchants handling "M.R.M." Nails.

The Montreal Rolling Mills Co.
MONTREAL, CANADA

Anti-Freeze!

DEALERS ORDER NOW

THE GUARANTEED

Polar Liquid Anti-Freeze

THE RELIABLE
GLYCERINE ALCOHOL SOLUTION

From
MOTOR PRODUCTS, LIMITED
WINNIPEG PAINT AND GLASS CO., LIMITED
D. ACKLAND & SON, LIMITED
THE POLAR LIQUID CO., LIMITED
WINNIPEG

Tuck's Genuine Packings

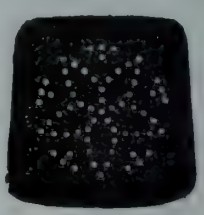
Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes.

Insist Upon Having the TRADE Packing Bearing Our MARK

TUCK & COMPANY, LIMITED
London Liverpool Cardiff, Etc.
Canadian Representative:
Wm. J. Brown, 117 Youville Square - - - Montreal, Que.
All Sizes Stocked in Montreal

Chair Seats—In Three-Ply Veneer

Staple Patterns



Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

Canadian Veneering Co., Inc.
Acton Vale, Quebec

Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal.

If interested tear out this page and place with letters to be answered.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Buckeye Incubator and Fittings

Sell on Merit and Make Great Sales

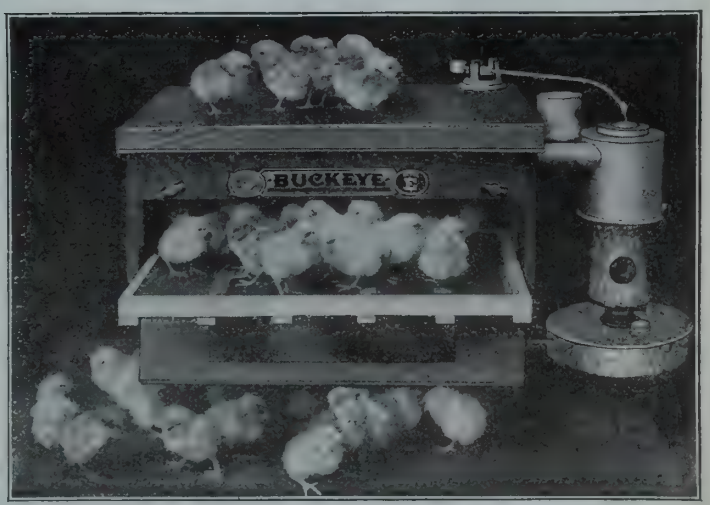
Proof that their success and great sales are founded on merit is shown by their continued use at Canadian institutions like MacDonald College, Ontario Agricultural College and by many Canadian poultry farms.

Like all the lines handled by Ashdown's, they're good sellers. For fifty-one years Ashdown's has had the confidence of manufacturers of the best lines.

Let us put a Buckeye in your store to demonstrate and boost your trade.

Many Rural Prospects

The hardware dealer in rural districts will find much scope for many new sales by looking up farmers, poultry farmers, etc., and supply them with new machines or fittings. Many farmers will be preparing now to have their first brood off by January. Display Buckeye Incubators and Fittings in your window and where your customers will see them. Drop a casual remark about their flocks or their plans for 1921 breeding, and you will be surprised at the additional sales and profits you can make.



The J. H. Ashdown Hardware Co., Limited

Calgary Winnipeg Saskatoon

If interested tear out this page and place with letters to be answered.

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If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Norman MacDonald, Toronto.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Hurtubise Limited, Montreal, Que.
Landers, Frary & Clarke, New Britain, Conn.
The Louis McLain Co., Limited, Toronto, Ont.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
Wm. J. Brown, Montreal, Que.
H. W. Johns Manville Co., Toronto, Ont.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Samuels & Co., J., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

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D. Ackland & Son, Limited, Winnipeg, Man.
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

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The Adamson Mfg. Co., Hamilton, Ont.
Ames, Holden McCready, Limited, Montreal.
The All-Way Mfg. Co., Toronto, Ont.
Apollo Plug Mfg. Co., Birmingham, Eng.
Auto Specialties Co., Fort Erie, Ont.
Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Edgar C. Guthard Co., Chicago, Ill.
The Franco-British Supply Co., Winnipeg, Man.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
The Imperial Bit & Snap Co., Racine, Wis.
The Kales Stamping Co., Limited, Walkerville, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc., New York.
Will. B. Lane, Chicago, Ill.
Marquette Mfg. Co., Inc., The, St. Paul, Minn.
John Murphy Co., Winnipeg, Man.
The Locktite Mfg Co., Windsor, Ont.
Millers Falls Company, Millers Falls, Mass.
The Motor Specialties Co., Waltham, Mass.
Motor Sundries Limited, Toronto, Ont.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
C. A. Shaler Co., Waupun, Wis.
A Schrader Sons, Inc. Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
The Van der Linde Rubber Co., Toronto.
Van Cleef Bros., Chicago, Ill.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Automobile Jacks
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Millers Falls Company, Millers Falls, Mass.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Burgess Batteries Limited, Winnipeg, Man.
Canadian National Carbon Co, Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Burgess Batteries Limited, Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canadian Bee Supply & Honey Co., Ltd., The, Toronto.

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Campbell Agencies, Toronto.
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

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Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

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Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

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STRENGTH AND WEAR

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ANTI-FROST WEATHER STRIP

"Keeps the Heat In and Keeps the Cold Out"

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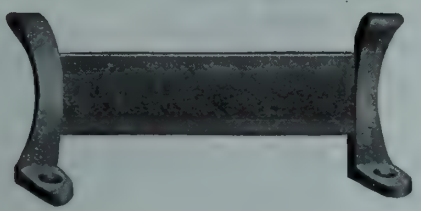

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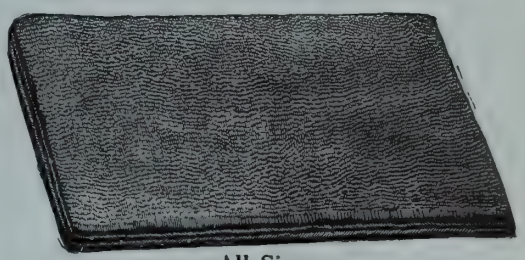

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Both Medium and Heavy Brush

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Odorless and Smokeless

Made in Three Styles

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Oval
Auto Model

To Delay a Necessary Purchase is to Lose Money

We Have a Complete Stock of Window Glass, Both Single and Double Strength
SEND US YOUR ORDERS

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WOOD, VALLANCE, ADAMS, LIMITED, Limited, Calgary
WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson
WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver

THE BUYERS' GUIDE

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Scythes,, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Brooms
John Adam & Son, Collingwood, Ont.
Canadian Broom Mfg. Co., Ltd, Winnipeg, Man.
Meakins and Sons, Limited, Hamilton, Ont.
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

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The Boeckh Company, Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

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The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Business Machines
The International Business Machines, Ltd., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.
Norman MacDonald, Toronto, Ont.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.
Jacobs Mfg. Co., Hartford, Conn.
Jones & Shipman Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

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Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Disinfectants
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Frederick Giles & Son, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co. New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Pedlar People Limited, Oshawa, Ont.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Sheet Metal Products Co. of Canada, Ltd. Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engineers' Supplies
A. Downs & Co., Manchester, Eng.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, On
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fence Posts, steel
Burlington Products Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

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Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
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Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal. Que.

Grease Guns
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

"Alloyed in Canada under the world-famed Stanley Process"

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We warrant that no other Babbitt at the price will perform as well in so many different classes of bearings, and are ready to prove this in any case by trial installations in competition with any metal of its type.

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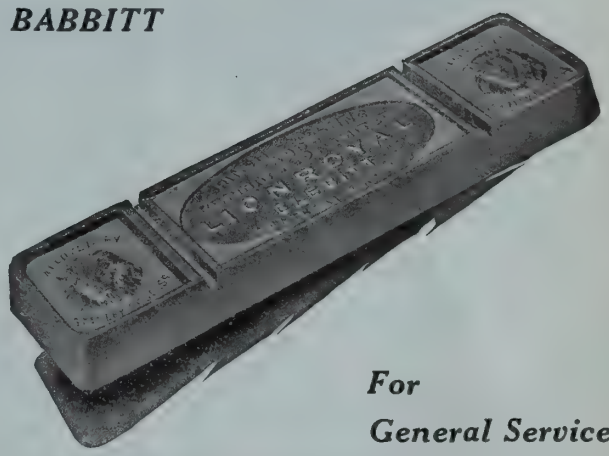

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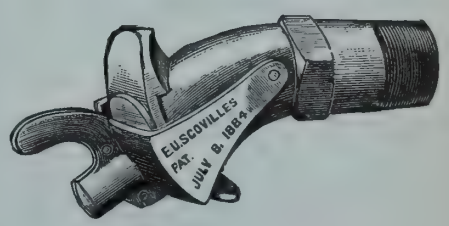
Genuine Perfection

Oil and Molasses Gates

Made in ½ in., ¾ in., 1 in., 1¼ in., 1½ in., 2 in., 3in. Pipe and regular Wood Thread, all Iron Japanned. These gates are made entirely in our own factory, on machines designed and erected by ourselves for this special purpose, and the utmost care is exercised to provide against any defects in material and workmanship.



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Adamson Manufacturing Co.

Hamilton, Canada

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
The Northern Electric Co., Limited, Montreal, Que.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
The Solex Co., Winnipeg, Man.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Montreal.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

A Record You Can Equal

THE above photograph shows a shipment of "Miss Simplicity" Electric Washing Machines lined up outside the London Hydro Shop. These machines were received by them at 3.30 p.m. one afternoon and by 6 p.m. the same day all were installed in the homes of their respective purchasers. The demand for "Miss Simplicity" is just as brisk in your locality. Why not profit by it?

Immediate Shipment Guaranteed

AN electric washing machine is one of the most interesting propositions a dealer can handle to-day. The vast majority of housewives have long yearned for just such a boon as "Miss Simplicity" to do the heavy, backaching work of washing and wringing, and to give them more freedom. "Miss Simplicity" is an ideal typified—a dream come true.

You will find "Miss Simplicity" easy to sell because you can enthuse about it. It washes linens, curtains, laces—everything—with the same thoroughness and care as if done by hand. "Miss Simplicity" is well and strongly built, mechanically perfect and most simple to operate.

"Miss Simplicity" will increase your circle of friends because, while releasing the housewife from drudgery, saving time, energy and even dollars, these benefits will naturally be felt by the whole family.

You can repeat the experience of the London Hydro Shop in your community if you handle "Miss Simplicity." Our dealer offer will interest you. Keen prices. Good profits. Liberal guarantee. Write to-day and mention this advertisement.

W. A. KRIBS COMPANY, LIMITED

Hespeler, Ontario

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If interested tear out this page and place with letters to be answered.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
B. M. Hill & Co., Limited, Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal Que.
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes Ltd., Toronto.

Packers, Surface
Christianson Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Roeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phonographs
The Musical Merchandising Sales Co., Toronto.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rings
The Burd Ring Sales Co. of Canada, Winnipeg.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corpn., Utica, N.Y.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Expansion
The Rowe Plug Co., Ltd., London, Eng.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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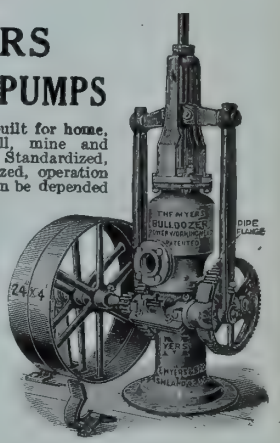

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Pliers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
The Damon Specialty Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

Polishing Heads
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Dorken Bros. & Co., Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger New York.
Marples & Co., Sheffield, England.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co. Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

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Notice!

To Present and Prospective Manufacturers of Washing Machines :

The undersigned are the owners of the following Letters Patent of the Dominion of Canada, which cover the tub, and the tub actuating mechanism of 1900 CATARACT WASHER :

No. 203,115, August 17, 1920.

No. 178,288, July 24, 1917.

Notice is hereby given that the undersigned are prepared to protect diligently their interests under these patents and that suits will be brought against all infringers.

The "1900" Washer Company

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screw Machine Products
The National Acme Co., Cleveland, Ohio.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Pedlar People Limited, Oshawa, Ont.
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shellac
Stewart & Wood, Ltd., Toronto.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sickles
The Burrowes Mfg. Co., Toronto, Ont.

Sifters, Ash
Wiebusch & Hilger, Ltd., New York, N.Y.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
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Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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The Western Steel Products Ltd., Winnipeg, Man.

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Hamilton Stamp & Stencil Co., Hamilton.

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Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

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Clare Bros. & Co., Limited, Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
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Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont
The Gurney Foundry Co., Ltd., Toronto.
Adam Hall, Limited, Peterborough, Ont.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

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Canadian General Electric Co., Ltd., Toronto, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
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National Stamping & Electric Works, Chicago.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
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Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.
Dingley Bros., Export, Limited, Lindsay Bldg., Montreal, Que.

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C. C. Craig Co., Winnipeg.

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Great West Electric Co., Ltd., Winnipeg, Man.
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J. H. Williams & Co., Brooklyn, N.Y.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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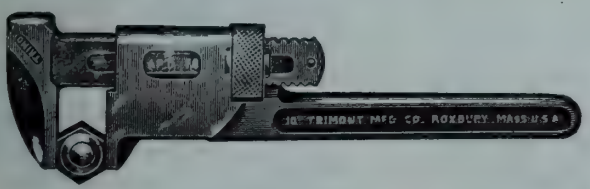

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Valve, Air
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Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

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Jas. Morrison Brass Mfg. Co., Toronto.

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Stanley Rule & Level Co., New Britain, Conn.

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Canadian Veneering Co., Acton Vale, Que.

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Chicago Flexible Shaft Co., Chicago, Ill.

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The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
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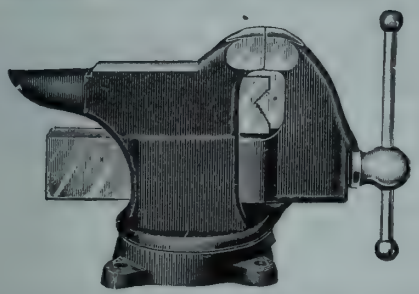

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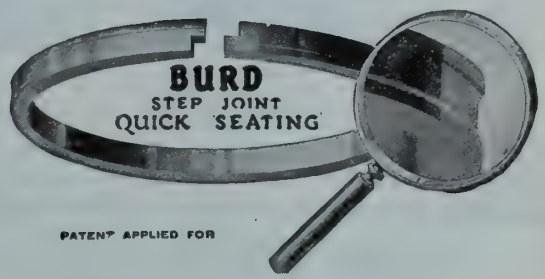

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Kent-Garvin Co., Ltd., Hamilton, Ont
The Kennedy Hardware Co., Ltd., Toronto, Ont.
Lewis Brothers, Limited, Montreal, Que.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
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Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

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Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

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The Graham Nail Works, Toronto.

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B. Greening Wire Cloth Co., Ltd., Hamilton.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Alex. McArthur & Co., Montreal, Que.
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Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
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Bridgeport Hardware Co., Bridgeport, Conn.

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Brown & Sharpe Mfg. Co., Providence, R.I.
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Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
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The Wrought Washer Mfg. Co., Milwaukee, Wis.

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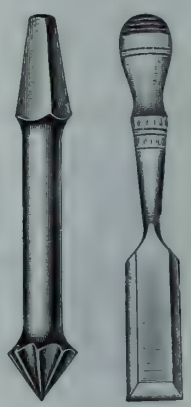

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The goods will be ready sellers and profitable.

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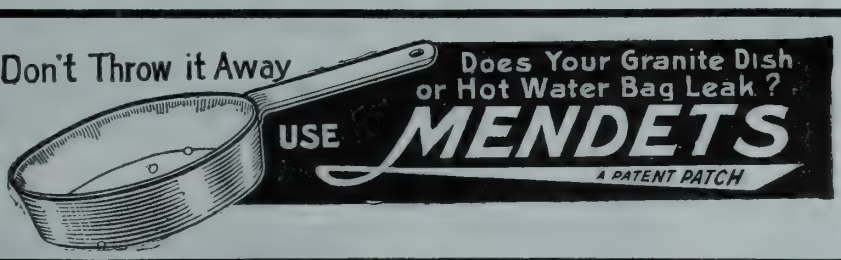

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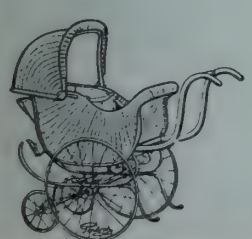

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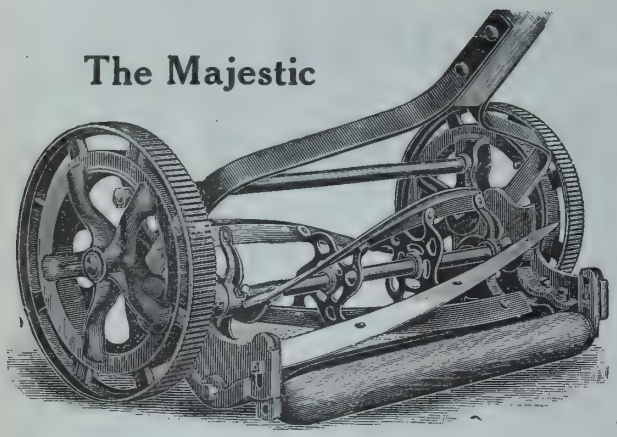
The Majestic



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Before placing your order for mowers, it will pay you to investigate Eureka Machines. Our range consists of the following:

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The Eureka Planter Co.
Limited
Woodstock, Ontario

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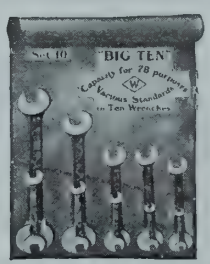

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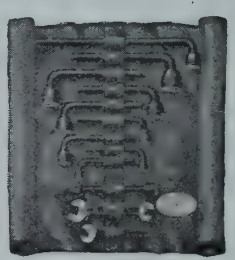

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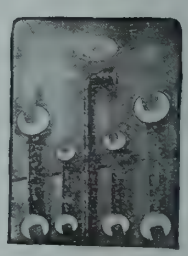

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EVER since the automobile became popular J. H. Williams & Co. have been designing and manufacturing Sets of Superior Drop-Forged Wrenches so that the inevitable tinkering and repairing to the motor car may be made easier for both the motorist and the mechanic.

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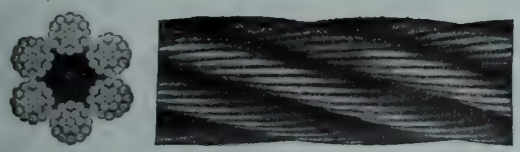

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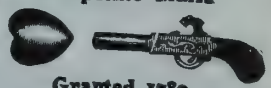

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OF ALL DESCRIPTIONS

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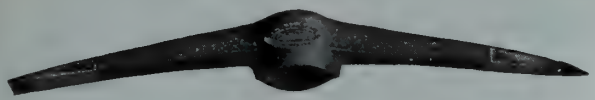

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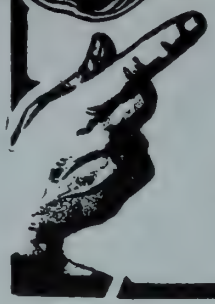

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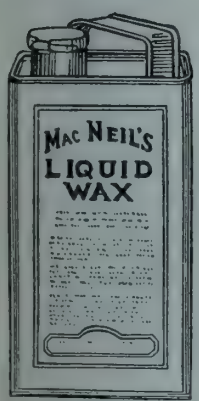

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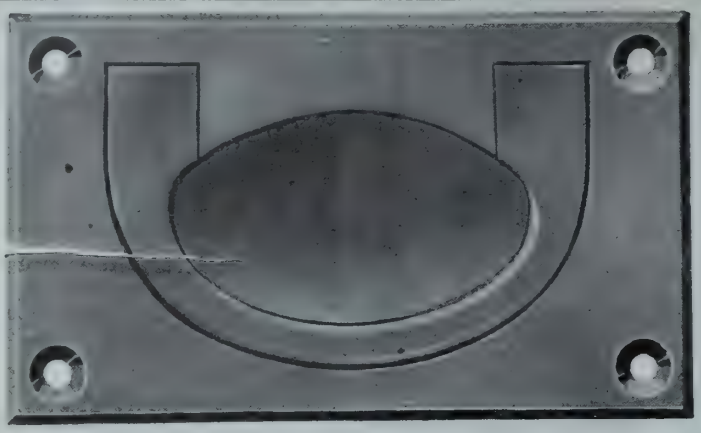

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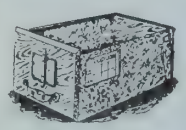

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LONGER WEAR, BETTER SERVICE

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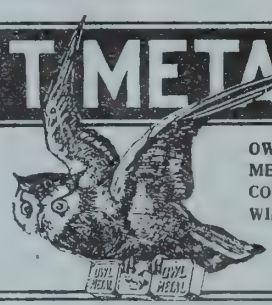

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3

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Aluminum
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LIMITED
HESPELER, ONT.

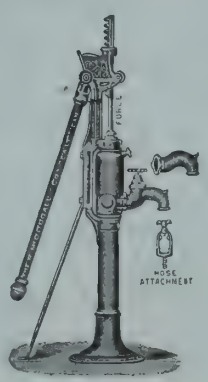


Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

If interested tear out this page and place with letters to be answered.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED — EXPERIENCED HARDWARE clerk of good appearance, single, with good education, to spend two months at Toronto and then go to Winnipeg branch of company. Give all details in letter to Box 31, Hardware and Metal.

RETAIL HARDWARE SALESMAN, 16 YEARS' experience, open for engagement, retail, wholesale, or on the road. Box 30, Hardware and Metal.

MANAGER FOR PURCHASING DEPARTment retail hardware firm. Very good prospects for desirable person. State qualifications. Box 40, MacLean Publishing Co., Montreal.

WANTED—GOOD EXPERIENCED HARDWARE man to take partnership. Box 60, Hardware and Metal.

HARDWARE CLERK WANTED—MUST BE A good salesman and stock keeper. Apply stating experience and wages expected to Box 909, Hardware and Metal, Toronto.

WANTED—A LIVE SALESMAN HAVING A good connection with the hardware trade in Eastern Ontario, to sell a well-known line of aluminum cooking utensils on a commission basis. Apply stating selling experience, lines handled and how often territory is covered to Box 305, Hardware and Metal.

EXPERIENCED HARDWARE CLERK DESIRES position with wholesale or retail. Box 500, Hardware and Metal.

WANTED

Salesman having established connection with the hardware trade, to sell a well-known line of Aluminum Kitchen Utensils on a commission basis in the following territory:

Manitoba
Alberta
Saskatchewan
British Columbia

Apply stating experience, etc., and how often territory is covered to Box 150, Hardware and Metal.

WANTED

WANTED—A SET OF 4 FOOT FORMING rollers, about 4 in. in diameter. W. H. Turnbull & Sons, Brantford.

FOR SALE

FOR SALE—GOOD COUNTRY HARDWARE, good locality and good opening for tinsmith or garage on the leading county roads. Box 84, Hardware and Metal.

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

GOOD HARDWARE BUSINESS FOR SALE AT Castor, Alberta. Nice clean stock about $14,000. Fine large store and warehouse. Will give lease for three years. Good mixed farming district. Business established 1906. $6,000 will handle. For particulars write Farmers' Hardware, Limited, Castor, Alta.

HARDWARE AND METAL is the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

SITUATIONS WANTED

PRACTICAL HARDWARE MAN WANTS TO purchase partnership in established business, B.C. or Alberta, ten to fifteen thousand dollars to invest.

Married man, good references, wants position as manager of retail hardware store, B.C. or Alberta. Apply Box 125, Hardware and Metal.

FACTORY MANAGER POSSESSING BROAD business training, thorough knowledge of French and English, conversant with efficiency methods, thoroughly experienced in employment and production problems, able to handle men advantageously, wishes to connect with growing concern manufacturing small parts, located in the Province of Quebec. Best of references. Address Box 330, Hardware and Metal.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

HARDWARE and METAL'S unique circulation as proven by the ABC Audit is due to 32 years of honest effort to give the retail trade the best possible service.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from

MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

For Permanency Label your Goods with

Decalcomania Transfer Name Plates

MADE IN CANADA BY
CANADA DECALCOMANIA COMPANY, LTD.
364-370 RICHMOND ST. WEST. TORONTO, CANADA.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

DOON TWINES, LIMITED
KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes. etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

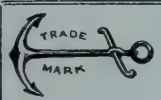
POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK

F.S. BURCH

Retail Prices		
	Single Spiral Colored Bands	$1.00 for 100
	Ribbon Bands Colored	$1.65 for 100
	Challenge Adjustable Bands	.90 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

RIDEAU SPECIALTY CO.
MANUFACTURERS, SMITHS FALLS, ONT.



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Putty and White Lead

Quality Guaranteed Prices Right Let us Quote You

N. B. Prichard's Paint Works
The Dominion Metal Company, Limited
Sherbrooke, Que., Canada

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

CLIMAX PAPER BALERS

ALL STEEL — FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.
Hamilton, Ont.

Sash Weights Wall Washers

All Kinds of

Plain Duplicate Gray Iron Castings

CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller — Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

Northern Electric

Tape Splice

insist on these Brands

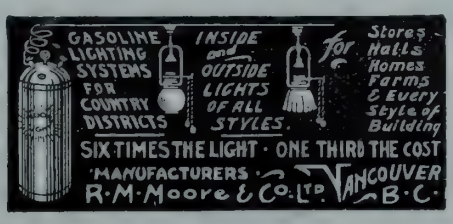
Northern SPECIAL
VICTOR NOR-EL-CO

Northern Electric Company
LIMITED

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
115 WILLIAM ST. NEW YORK



INDEX TO ADVERTISERS

Adamson Mfg. Co. 93
Acme Waste Mfg. Co., Ltd. 107
American Grinder Co. 4
Arnett, Thos. Lewis 110
Ashdown Hardware Co., J. H. 85
American Pad & Textile Co. 31

Barnett Co., G. & H. 79
Beatty Bros., Ltd. 75
Berry Bros. 65
Brett Co., The 83
Brecken, Ltd. 83
Brown, Wm. J. 84
British Smelting & Refining Co. 93
Brown, Boggs & Co. 28
Butterfield & Co. 14
Burlington Products, Ltd. 19
Burrows, Stewart, Milne 18

Cameron & Co. 110
Canada Decalcomania Co., Ltd. 113
Canada Metal Co. 71, 79
Canada Steel Goods Co., The 3
Canada Wire & Iron Goods Co. 107
Canadian Die Casting Co. 113
Can. Foundries & Forgings Co., Ltd.. 23
Canadian Tube & Iron Co. 104
Canadian John Wood Mfg. Co. 107
Canadian Veneering Co. 84
Canadian Yale & Towne Co. 30
Channell Chemical Co..Inside front cover
Clayton & Lambert 107
Clemens Elec. Corp. 13
Climax Baler Co. 113
Coghlin Co., Ltd., B. J. 110
Connor, J. H. & Sons, Ltd. 12
Collette Manufacturing Co. 105
Crane Limited 107
Crescent Co., The 104
Crookes & Son, Jon. 107
Crouse, Hinds Co. 11
Cribbs, Wm. A., Ltd. 13

Dazey Churn Mfg. Co. 22
Davidson Mfg. Co., Ltd., The 26
Diamond Saw & Stamping Works.. 113
Dennis Wire & Iron Works 29
Dominion Cartridge Co. 34
Dominion Metal Co. 113
Dominion Sheet Metal Corporation.. 77
Doon Twines, Ltd. 113
Dupont de Nemours & Co., Inc. 16
Downs, A. & Co., Ltd. 71

Eddy Co., E. B. 15
Ellis & Sons, Fred. 26
Eureka Planter Co. 106

Gendron Mfg. Co. 105
Glidden Co., The 63
Graham Nail Works 97
Greb Co., The 113
Greenfield Tap & Die Corp. 21
Guelph Spring & Axle Co. 113
Gutta Percha & Rubber Co. 91

Hamilton Stamp & Stencil Works, Ltd. 113
Hamilton Stove & Heater Co. 6
Hamilton Tar & Ammonia Co. 21
Howland, Sons & Co., H. S. 1
Harvey Hubbell Co. 10
Hutton & Co., James 107

Imperial Bit & Snap Co. 101
Imperial Oil Limited 33
Ingersoll File Co. 27

Jamieson & Co., R. C.....Front cover
Jardine & Co., A. R. 111
Jennings Mfg. Co., Russell 113

Kinzinger, Bruce & Co., Ltd. 113
Kribs, Wm. A., & Co. 95

Laidlaw Bale & Tie Co., F. W. ... 111
Lamplough & Co., F. W. 99
Landers, Frary & Clark 2
Leslie & Co., Ltd., A. C. 36
London Bolt & Hinge Co. 107
London Rolling Mill Co. 97
Lufkin Rule Co. of Canada, Ltd... 114

McArthur & Co., Alex. 99
McDougall Co., R. 111
MacNeils Liquid Wax Co. 109
Manitoba Steel & Iron Co. 83
Manning, Hinton & Brissenden 113
Martin Co., The L. 109
Megantic Broom Co. 99
Mica Co. of Canada, Ltd. 113
Ministry of Munitions 69
Moore & Co., R. M. 113
Moore & Co., Ltd., Benjamin 61
Montreal Rolling Mill Co. 84
Morrison Brass Co., James 27
Myers & Bro., F. E. 97
Nagle & Co., H. 30

Nicholson File Co. 29
North Bros. Mfg. Co. 31
Niagara Falls Metal Stamping Co. .. 30
Nineteen Hundred Washer Co. ... 99
Northern Bolt, Screw & Wire Co., Ltd. 30
Northern Electric Co., Ltd. 8, 9, 113
Nova Scotia Steel & Coal Co. 97

Oakey & Sons, John 109
Oneida Community, Ltd.....Back cover
O-Rib-O Mfg. Co. 83
Ottawa Paint Works, Ltd. .... Inside back cover
Owen Sound Wire Fence Co. 113
Owl Metal Co., Ltd. 110

Penberthy Injector 73
Parmenter, Bulloch & Co. 105
Pink Co., Thos. 71
Prairie City Oil Co. 83
Progressive Mfg. Co. 110
Polar Liquid Co., Ltd. 84

Quinte General Mfg. 105

Ramsay & Son, A. 67
Reed & Co., Geo. W. 109
Renaud Motor Supply Co. 103
Rideau Specialty Co. 113
Rock Island Mfg. Co. 103
Russell Jennings Mfg. Co. 113

Savage Arms Corp. 17
Shurly Co., T. F. 103
Shambrook, W. D., & Co. 5
Starrett Co., L. S. 24
Stephens & Co., G. F. 81
Stauffer, Dobbie 89
Still Mfg. Co., J. H. 101
Stratford Brass Co. 110
Sturgeons, Limited 32

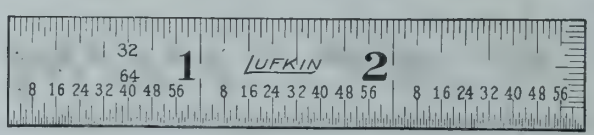
Taylor-Forbes Co., Ltd. 85
Thompson & Co., B. & S. H. 32
Toronto Plate Glass Importing Co... 79
Tower Can. Co., Ltd. 103
Trees & Co., Samuel 28
Trimont Mfg. Co. 101
Turner & Sons, J. J. 109

Union Transit Co. 111
Union Iron & Metal Co. 108
United States Sand Paper Co. ... 108

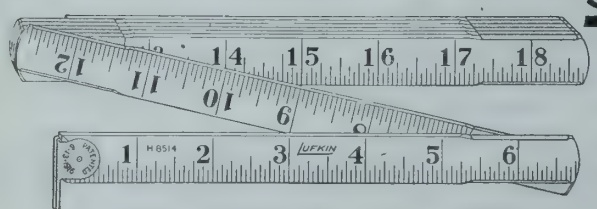
Vol-Peek Mfg. Co. 30

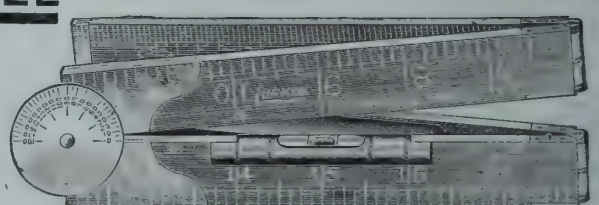
Want Ad. Page 112
Warren Tool & Forge Co. 109
Western Wire & Nail Co. 109
Wiebusch & Hilger 25
Wilkes-Martin-Wilkes Co. 113
Wilkinson & Kompass 104
Williams & Co., J. H. 106
Wilt Twist Drill Co. of Canada, Ltd. 7
Wood, Vallance, Ltd. 87
Woods & Co., Walter 108
Wrought Washer Mfg. Co. 108
Wright, E. T. & Co. 111

LUFKIN RULES



STEEL





SPRING JOINT BOXWOOD

MEET ALL THE REQUIREMENTS OF THE MECHANIC.

Embracing, in addition to the old and sturdy qualities,

Noteworthy Improved Features
Insuring Accuracy of Reading, Ease of Use, and Saving of Time.
APPEAL TO MECHANICS ON SIGHT.

MADE IN CANADA

Ask Your Jobber *Send for Catalogue*

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

O.P.W.

Trade Mark Registered

O. P. W.'s the paint to sell,
Makes quick sales
And covers well.
It surely pays
In various ways,
Like bringing in cash on business days.

"Save the surface and you save all" Paint & Varnish

"Paints and Varnishes for Every Purpose"

Inside Facts

About inside painting and finishing are points that every progressive hardware man and his clerks will be furnishing to customers about this time. Not only will the customers want inside facts on how to do various jobs inside the house, but they will want exactly the right O. P. W. Product to do the work. They have a pretty clear idea what they want, because the advertising copy in their favorite papers has been coaching them month by month.

The success of hardware store Paint and Varnish Departments this winter depends very largely, in the last analysis, on how well this department has sorted up its stock—everything else is ready. The demand is there and the consumer knows which O. P. W. Product should fill it. How's your own stock—is **your** store ready?

An O. P. W. Sign Over the Store Increases Sales.

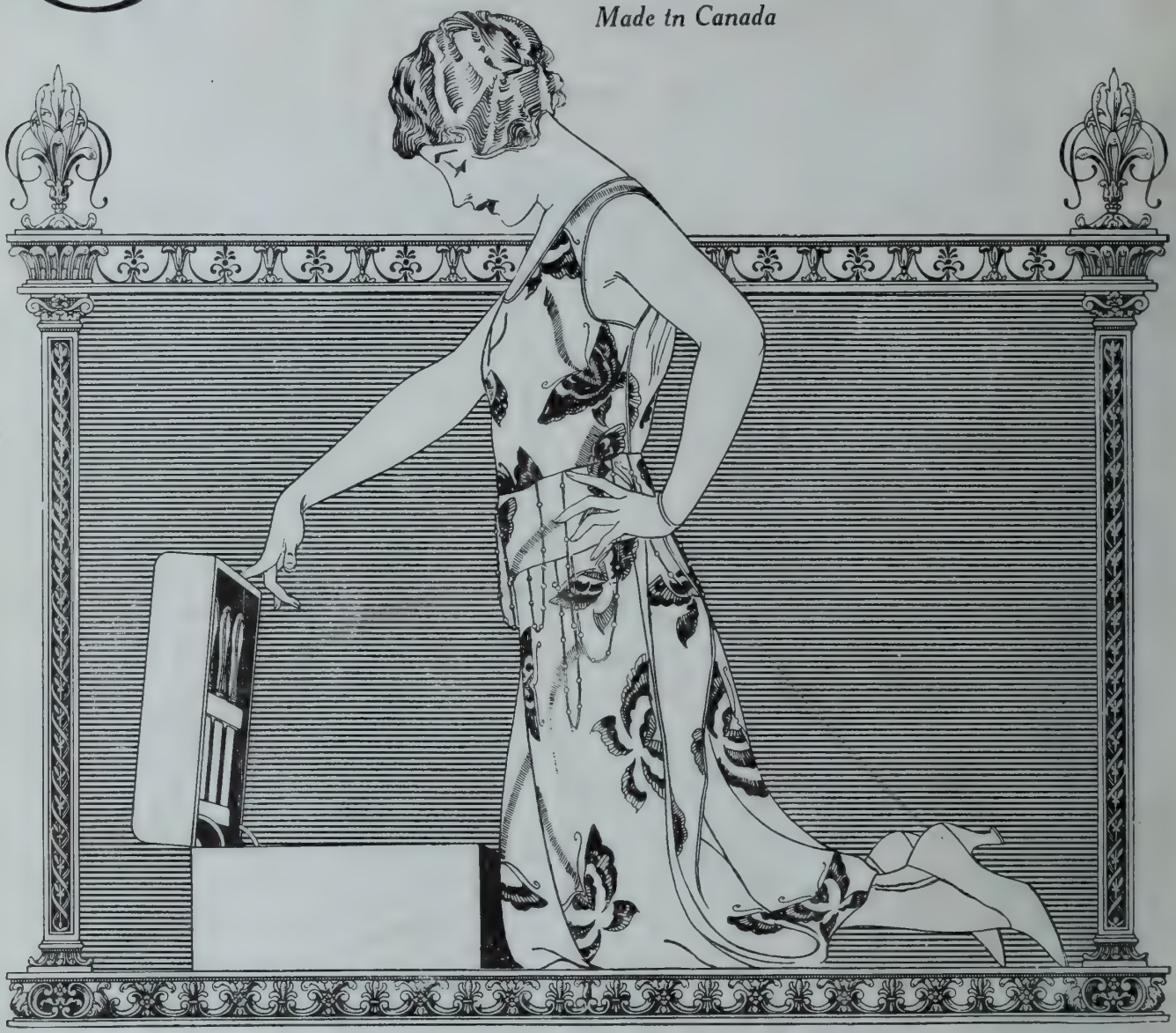
Ottawa Paint Works Limited

OTTAWA
Canada

Branches: Montreal, Toronto, Vancouver

COMMUNITY PLATE

Made in Canada



Is Your Stock Complete for Community Week?

November 6 to 13 will be a week of intensified interest in COMMUNITY PLATE. From coast to coast COMMUNITY pieces will be featured at all the better shops.

The COMMUNITY WEEK window display—obtainable by sending in the coupon—will remind every passerby of the exceptional opportunity being afforded at your shop to inspect COMMUNITY patterns.

Your customers will expect to find, in your showcases, the COMMUNITY pieces they need.

Are you prepared to meet all their requirements?

Be sure and have a representative stock of COMMUNITY CORRECT SERVICE pieces. They will be especially in demand.

You need a complete stock of COMMUNITY PLATE to get all the benefit from COMMUNITY WEEK.

Look over your stock and order from your jobber now.

ONEIDA COMMUNITY, LIMITED
Niagara Falls, Ontario

Makers of Community Plate and Oneida Community Par Plate

Oneida Community, Limited, Niagara Falls, Ont.

Please send us the Community Week Window Display.

HM

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 42 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA OCTOBER 16, 1920

"Save the surface and you save all" Paint & Varnish

TRADE ELASTICA MARK

PAINTS and VARNISHES mean

Bigger Sales Better Profits

In the Elastica line you have a complete assortment—a paint or a varnish exactly suited to each particular need.

And the **Quality** is there—Elastica quality that painters everywhere recognize as the utmost attainable in paint and varnish manufacture.

So that in selling Elastica Paint and Varnish Products you identify your store with a well-known and widely-used line. You link up your paint department with a strong chain of sales promotion helps that will keep your stocks moving briskly and at a good profit.

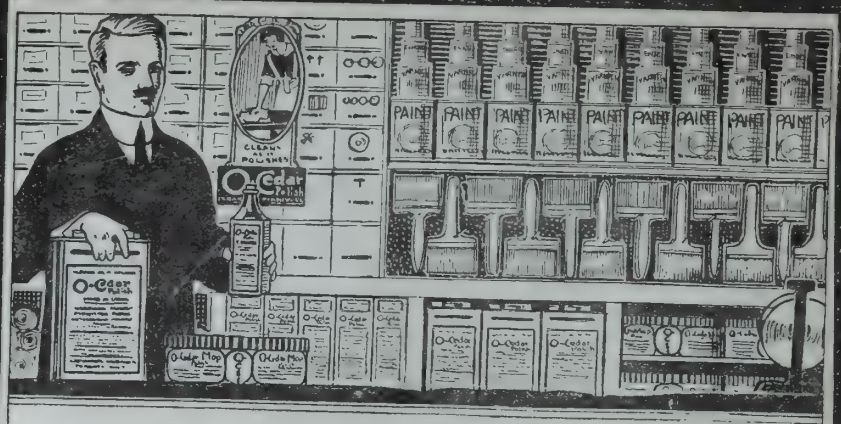
Full particulars of the Elastica proposition—the surest road to bigger paint sales—will be mailed you on request. Write to-day.

INTERNATIONAL VARNISH CO. LIMITED

Vancouver Halifax TORONTO Montreal Winnipeg

Co LIMITED

This advertisement is one of a series prepared for dealers who sell O-Cedar products. To be used in their local newspapers, programmes, etc.



Hints from Our Home Brightening Department

It's wonderful what a new coat of paint or varnish will do in brightening up the house. When you decide to freshen up the bathroom or kitchen with a coat of paint, or surprise that scratched chair and table with a sparkling coat of varnish, come in and see us. We have a complete line of paints, varnishes, brushes and everything for brightening up the home.

To keep the floors and furniture bright and glistening, we know of nothing better than the O-Cedar Polish Mop and

O-Cedar Polish

Dealer's Name

Send now for the Folder showing the complete list of cuts and advertisements. Or if you have already received one of the Folders, write and let us know which of the O-Cedar Advertisements or cuts you would like sent to you.

We Will Send You FREE an Assortment of These Business-Pulling Advertisements

They were designed especially for you. They feature the various articles of your stock in both pictures and words, and they come all ready for newspaper or printer, to appear over your own name and address.

This is part of the service we offer to dealers who handle O-Cedar Polish and the O-Cedar Polish Mop. We gladly co-operate with you in every way to create more business. Newspaper advertisements, window cards, show cards, or display stands, cuts for programmes or dodgers—all are free to you for the asking.

CHANNELL CHEMICAL CO., Limited
TORONTO

HARDWARE AND METAL, October 16, 1920. Volume XXXII., No. 42. Published every Saturday at Toronto. Yearly subscription price, $4.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Play Safe

Safety Week is over, but every week should be safety week for the motorist. With winter coming and its attendant inclement weather, slippery pavement, 20 below zero weather, etc., the wise motorist who uses "motor sense" will be prepared for all emergencies.

You can help by reminding him when he comes to your store that he should prepare for the winter by getting his car in shape. The following winter accessories will interest him:

Weed and Rid-o-Skid Tire Chains

Cross pieces, hooks and missing links for their repair.

Mayall Motor Heater

Installed easily and quickly in the lower hose connection. Attached to lamp socket keeps motor and radiator warm in coldest weather.

Radiator Cement

A liquid added to water stops all radiator leaks in auto or house-heating system.

Carbon Remover

Saves laying up the car to have carbon scraped out; very effective.

Top Dressing

For the preservation of Mohair or Leather Tops and Upholstery.

Retouching Enamel

All bare spots should be touched up before the fall rains and snows start, to prevent rust.

Porcupine Boots

Will add thousands of miles of life to damaged tires. They absolutely do not slip but remain in the right spot.

Anti-Freeze

No radiator is safe during the winter months without the use of a good Anti-Freeze.

Hughes Foot Warmers

Make winter driving a pleasure; simple and inexpensive to operate; use charcoal.

Neatsfoot Compound

For clutch and brake linings. Cold weather is detrimental to these parts, but can be offset by the use of Neatsfoot Compound.

We carry a full line of the above and can make prompt delivery. Order from the "Rice Lewis" man when he calls or write direct.

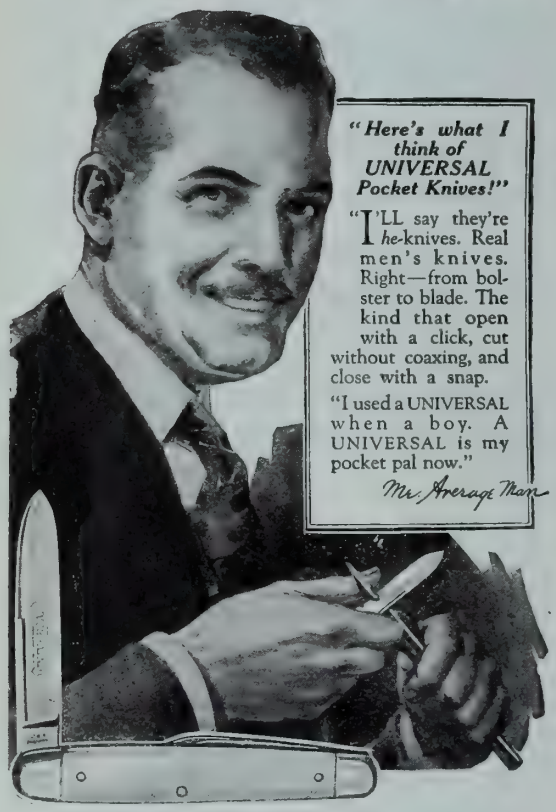
RICE LEWIS & SON, LIMITED

VICTORIA ST., TORONTO

If interested tear out this page and place with letters to be answered.

The Trade Mark known in Every Home

UNIVERSAL
POCKET CUTLERY



UNIVERSAL
Pocket Knife.
No. 73185

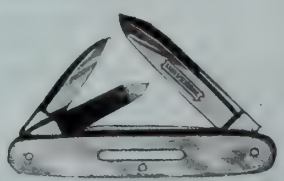
Always On Edge To Please Trade

UNIVERSAL Knives are sturdily built, properly balanced—edged to the sharpness that stays sharp. They cut straight and true into the good graces of buyers. That's why sales make friends—friends make sales.

EVERYBODY knows that high-grade cutlery cannot be made from low-grade materials any more than nightingales can be hatched from goose eggs. The quality grade of "Universal" Cutlery is always ascending and at a sharp angle. The pinnacle of perfection is always the goal.

There is nothing in handling cutlery that is too dull to cut anything except its price in order to make sales. When the tide of selling recedes the flotsam and jetsam of low-grade goods is always left over. Sell "Universal" Cutlery and none will be left over. It isn't that kind.

UNIVERSAL
Boy Scout Knife.
No. 03662.



UNIVERSAL
Pocket Knife.
No. 7325

UNIVERSAL
Pocket Knife.
No. 03185.

Canadian Representative:

Montreal **A. MACFARLANE & CO., LIMITED** **Quebec**

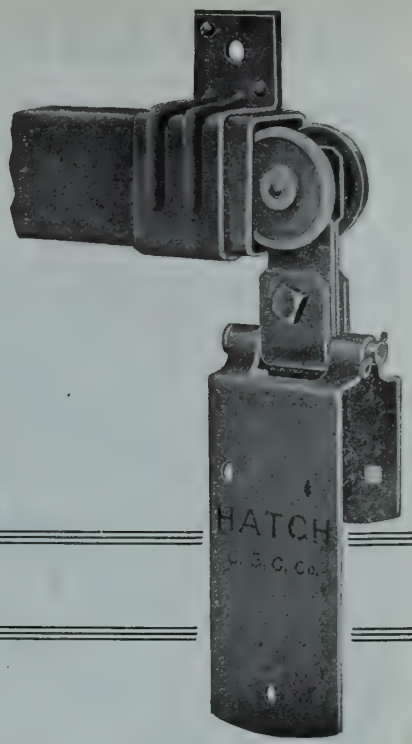
LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

If interested tear out this page and place with letters to be answered.

An Old Friend of the Trade

The Hatch
Trolley Hanger



Moderate Price — Quick Turnover

This perfect-action hanger sells extraordinarily well because it might be said to be "made to measure for the Canadian trade."

The Hatch Hanger is the result of a thorough investigation of the requirements of the hanger-users and the trade in general, and the hanger fills exactly the wants of the trade and consumers. This accounts for its splendid sales.

A smooth, easy-running hanger with apron 6 inches long and 3 inches wide. It moves with perfect action on roller bearings. Packed for shipment one pair in a box complete with bolts and end caps for track; 12 pairs in a case. Weight, per dozen pairs, 85 lbs.

Drop Us a Line for a Catalog

Canada Steel Goods Co., Limited
Hamilton, Canada

If interested tear out this page and place with letters to be ***answered.***

The "SILVER PLATE" of to-day

FOR ALL HOMES OF REFINEMENT
WIDELY ADVERTISED

EASY TO SELL

PLATED HEAVIER THAN TRIPLE

COMMUNITY SILVER PLATE

IS STERLING'S ONLY RIVAL

IT IS THE BEST PLATED WARE MADE

MAKE YOUR STORE A "COMMUNITY" ONE BY ORDERING A SUPPLY NOW

FINE ADVERTISING ELECTROS
FREE TO DEALERS FOR
ATTRACTIVE NEWSPAPER "ADS"

WHOLESALE DISTRIBUTORS

CAVERHILL, LEARMONT & CO.

MONTREAL

If interested tear out this page and place with letters to be answered.

Plymouth Rope

Native Filipino Stripping and Cleaning Manila Fiber

WHEN the Manila hemp plant reaches maturity the native Filipino cuts the stalk which is some 15 feet long and a foot or more in diameter, being composed of separate leaf stems growing compactly together in overlapping layers. The fiber, from eight to twelve feet in length, is contained in the outer bark of these leaf stems, which after being stripped are drawn under a knife hinged to a block of wood as shown in the picture, the edge of the knife being kept down on the block by a treadle, and released by a lever consisting of a bamboo pole. This cleaning operation which separates the fiber from its surrounding pulp is very crude and slow, resulting in limited production, more especially of the superior grades, for the better grades of hemp are really the result of care and labor both in the cultivation of the plant and in the processes of gathering the stalks and preparation of the fiber which quickly deteriorates under certain conditions.

Of the relatively small percentage of really first-class fiber thus produced, the Plymouth Cordage Company is always alert to secure suitable material to maintain its long-established standard of quality, and the buyer of Plymouth Manila Rope is assured of greater satisfaction in using the better article.

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

If interested tear out this page and place with letters to be answered.

Some Firms Hate to Admit Their Mistakes--But We Don't

For many years this company has been selling goods to as many dealers as possible in every town and city in Canada, irrespective of the size of the town or the number of dealers in it.

Although we have built up an enormous business under this system, the policy has been a wrong one—and we quite frankly admit it.

We have now adopted a system of selling which is just the opposite to that of the past and we are going to appoint exclusive agencies everywhere and back them up to the limit of our ability.

This will mean bigger business for us and big returns for our agents as they will be given the exclusive selling rights for our goods in their community.

We would like to hear from live hardware dealers who would be interested in securing the agency in their town for the famous SOUVENIR line of stoves and ranges and from tinsmiths for the handling of our Souvenir and New Idea Warm Air Furnaces.

Our stoves and furnaces are already well established with the public, having given excellent service for seventy-five years. Each one carries an unrestricted guarantee and we have hundreds upon hundreds of letters of praise from satisfied users, which in itself speaks for the high quality of our goods.

Souvenir stoves and ranges and Souvenir and New Idea Furnaces have many exclusive features—are very attractive in design and will attract many sales owing to their moderate cost.

Our salesmen are now on the road appointing agents and will call and talk the matter over with you if you would care to have them do so.

We have a big money-making proposition to offer you—write us at once for full particulars of our exclusive agency plan and information as to how we propose to cooperate with you.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:

Mr. W. G. Chester, Hamilton Street, Vancouver

Mr. F. C. Moore, 134½ Higgins Ave., Winnipeg

If interested tear out this page and place with letters to be answered.

WILT

Are Faster and More Accurate

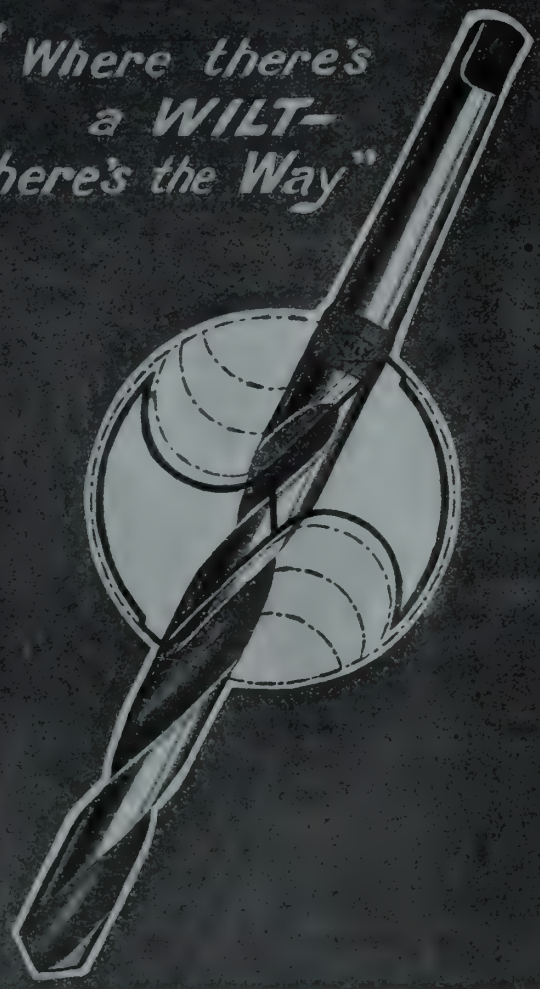
Wilt High Speed and Carbon Twist Drills, Reamers and Milling Cutters are scientifically correct. They are quality tools made by specially trained, high-class workmen, skilled in the art of tool-making. Wilt tools cut faster, more accurately, and give longer service. Dealers find them profitable to sell, because of the increasing demand.

The reasonable profit with which we are content allows the dealer a splendid margin on his sale.

Ask your dealer or write direct for our Catalogue "C."

Trade WILT Mark

"Where there's a WILT— there's the Way"



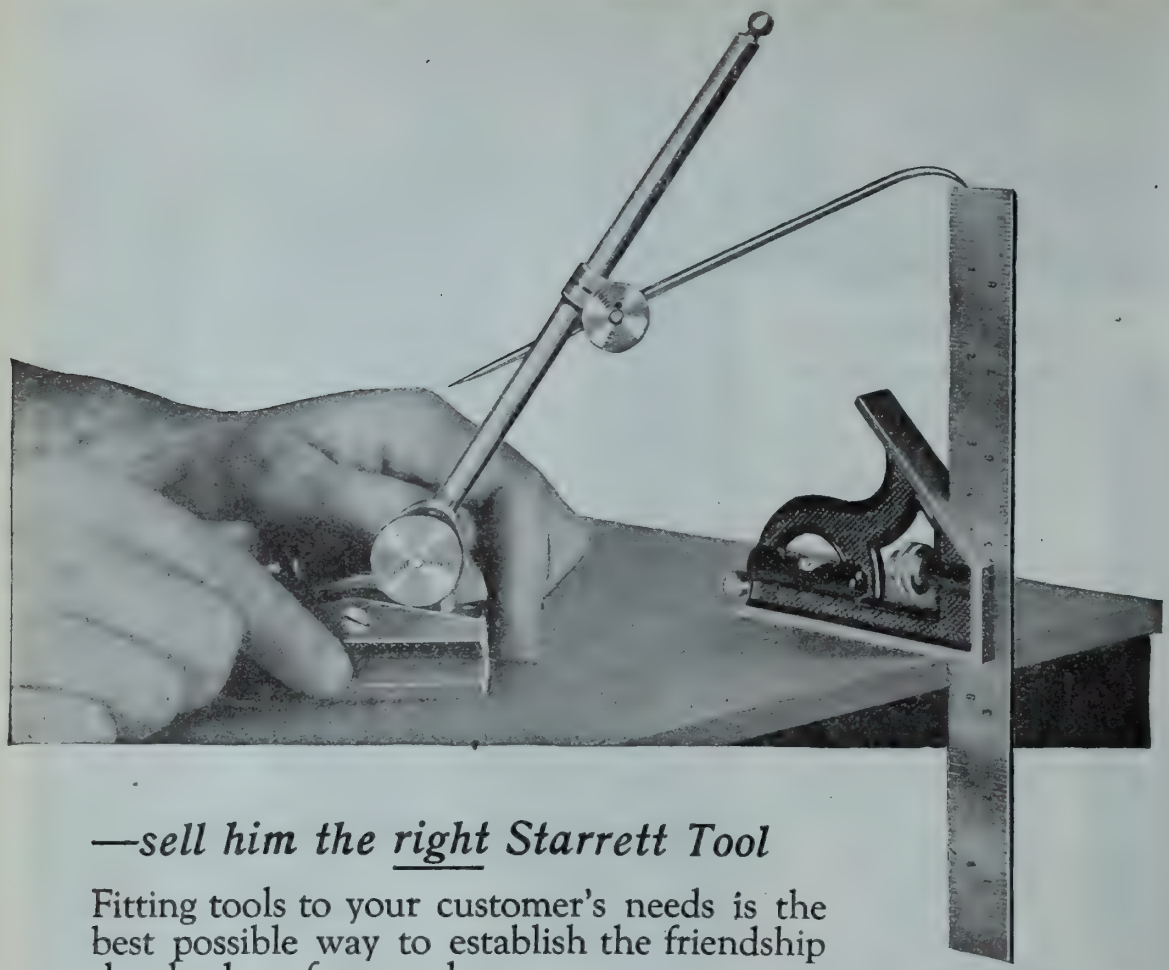
High Speed and Carbon Twist Drills, Reamers and Milling Cutters

Wilt Twist Drill Company

of Canada, Limited

Walkerville **Ontario**

If interested tear out this page and place with letters to be ***answered.***



—*sell him the right Starrett Tool*

Fitting tools to your customer's needs is the best possible way to establish the friendship that leads to future sales.

If he wants a Starrett Surface Gage, for example, he has five kinds to choose from. Perhaps any of them will fit his work—maybe only one. It's up to you to find out the sort of work he does, and then sell him the gage he needs. If it fits his job, he won't haggle over the price. No one appreciates better than a mechanic the value of a fine tool.

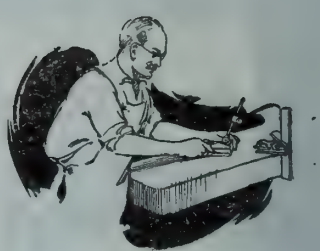
The books of Starrett dealers show pretty plainly that the friendships they've formed through their Starrett Tool sales are paying them big dividends in increased profits and good-will.

"The Tools Mechanics Buy" tells you more about finding the tools your customers want. Write for free copies for yourself and your clerks.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.



Their working points are the best talking points of Starrett Tools.

42-108

Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

COAST TO COAST

STEEL & IRON PRODUCTS OF EVERY DESCRIPTION

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON **MONTREAL**

If interested tear out this page and place with letters to be answered.

Your Business

The life of your business, the lasting good-will of your trade, depend upon the accuracy of your judgment in buying.

Only lines of proven worth—lines of unquestioned reliability—belong on your shelves.

For seventy years Brown & Sharpe Tools have met the exacting demands of the skilled mechanic—at a profit to the dealer.

Write today for Catalog 28

BROWN & SHARPE
B·S
TOOLS

Brown & Sharpe Mfg. Co.,
Providence, R.I., U.S.A.

If interested tear out this page and place with letters to be answered.

Worthy of the Name

THE word "Quality" has been much abused in the past few years. It has been used right and left in advertising manufactured articles, while the articles themselves were not worthy of the name.

As a result, the word "Quality" has lost a lot of its punch through this wholesale use. The public isn't showing the respect it once gave the word.

But the word "Quality" has not lost any of its strength when applied to any one of the hundreds of articles carrying the trade mark SMP. Our Pearl Ware, Diamond Ware, SMP White Ware, SMP Hot Galvanized Ware, and all our other lines are rightfully known as "Quality" lines—because right through the process of manufacture—from the mills to the shipping rooms—the necessity of building quality into every article is never forgotten.

Through her constant, day by day use of our products in her home, the housewife knows them to be ***articles of real quality.*** They have stood all the tests the woman has imposed.

Wouldn't it be good business for you to handle this SMP line of quality? By so doing you would add appreciably to your sales, and you would be linking up with a house renowned throughout Canada for its prompt attention to orders, and its close co-operation with its agents and dealers.

The SMP Quality Lines:—

Pearl Ware — Diamond Ware
SMP White Ware — Beacon Lanterns
SMP Hot Galvanized Ware
Hot Blast Stoves and Heaters

Shipments Made Promptly

The Sheet Metal Products Co., of Canada, Limited

Montreal — TORONTO — Winnipeg
Vancouver

If interested tear out this page and place with letters to be answered.

It is Time to Order Your Spring Stock of

Galt Couch Hammocks

Experienced Hardwaremen know the value of having a complete stock on hand at the opening of the spring season—that's why they are mailing their orders for Galt Plain and Couch Hammocks now. The Plain Hammocks are all new designs and the combination of colors will meet with the approval of both consumer and dealer. Our travellers are on the road with many samples of the superior quality materials used in Galt Hammocks. It's a wise dealer who lays his stock in early. Think it over.

BE IN ON IT THIS YEAR.

Stauffer-Dobbie, Limited

Successors to

Galt Robe Company

Galt, Ontario

THE RIGHT KEY WILL UNLOCK THAT DOOR

The average attempt to get out of the beaten path by calling on industries to sell them tools — ends with "could'nt get in" or "they were too busy to see me."

Most such visits fail because the merchant or his outside salesman pays too little attention to selling the *use* of the *tools* instead the tools themselves.

If the salesman will make it known that he has data and information about how the tools he is selling can *save money* or *time* to the prospective user — he can usually get orders. And the size of those orders is only limited by the amount of knowledge and skill he can use as a key to unlock that door.

GTD has accumulated data and information about threading tools which will be welcomed by industries in every line where threaded parts are being made or assembled. Use this data as a key — make it known that you have it and offer it to them, and manufacturers will send for you — instead of turning you away.

GREENFIELD TAP AND DIE CORPORATION

OF CANADA, LIMITED GALT, ONTARIO

Successors to

WELLS BROS. CO. OF CANADA, LIMITED

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

Send for our No. 40 catalog (pocket size) and other information about GTD tools. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.

GTD

Corp. of Canada, Limited

Galt, Ontario

Send latest No. 40 catalog and put my name on your mailing list to receive information about your threading tools wherever issued.

Name of person _____

Firm _____

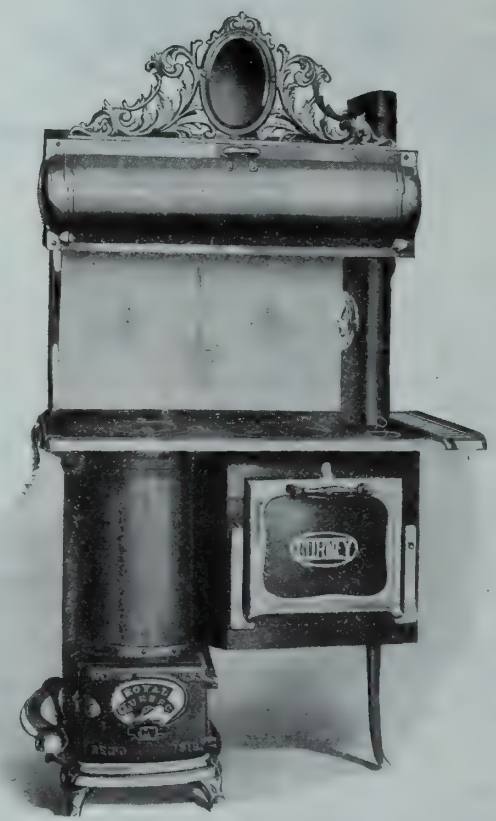
Address _____

_____ H&M220

If interested tear out this page and place with letters to be answered.

No. 1313 Royal Quebec Composite Range

A RANGE THAT WILL SELL ITSELF



Illustrating the 1313 ROYAL QUEBEC with special high closet.

The 1313 ROYAL QUEBEC COMPOSITE was designed to give a maximum of service for a minimum of attention and expense.

It is a real cooking stove that will do more than its fair share of heating the home.

Constructed as it is of first-class materials on sound principles of construction, it is bound to be an easy stove to sell. And once sold will add another satisfied customer to your list.

THE GURNEY NAME IS BACK OF IT.

Ask for Circular C-36. Just off the press.

The GURNEY FOUNDRY Co. Limited

TORONTO, CANADA.

Works: Toronto, Montreal

Branches: Montreal, Calgary, Winnipeg, Vancouver

If interested tear out this page and place with letters to be answered.

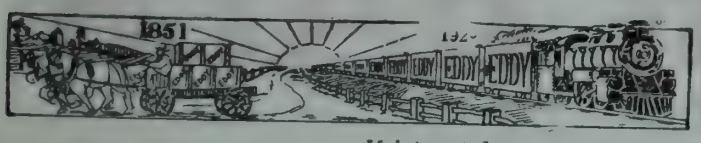
Story For Week Dated Oct. 16, 1920 **Being No. 27 in the Series**

Making the "Sulphite" for the Sulphite Pulp Process

CANADIAN limestone and the purest of spring water combine with Louisiana sulphur of the finest importation at the E. B. Eddy Plant to produce the bisulphite of lime required for use in the making of sulphite pulp. Looking across the Ottawa River from the heights on the Ottawa side you can see the yellow piles of sulphur in the grounds of the Eddy plant ready for use. As it takes some 250 to 300 pounds of sulphur to make a ton of air-dry pulp, and the Eddy Company turn out over a hundred tons of paper a day, you can realize that a good deal of sulphur is used. But the supply so far seems to be inexhaustible. It is brought up by steam pressure from deep wells in Louisiana, and the sulphur used by the Eddy Company is 99 per cent. pure.

In the process of making the bisulphite of lime the sulphur is burned in great ovens which develop terrific heat, and a very distinct sulphurous whiff when you come close to them. They are revolving ovens, and slowly turn while in operation, showing through the vent holes in their doors the lambent blue flames of the burning sulphur within. By an ingenious contrivance invented, built and patented by Eddy Company employees, the oven doors remain still, though the cylindrical ovens keep turning, and thus there is no risk of accident to the men who open them to replenish the supply of sulphur.

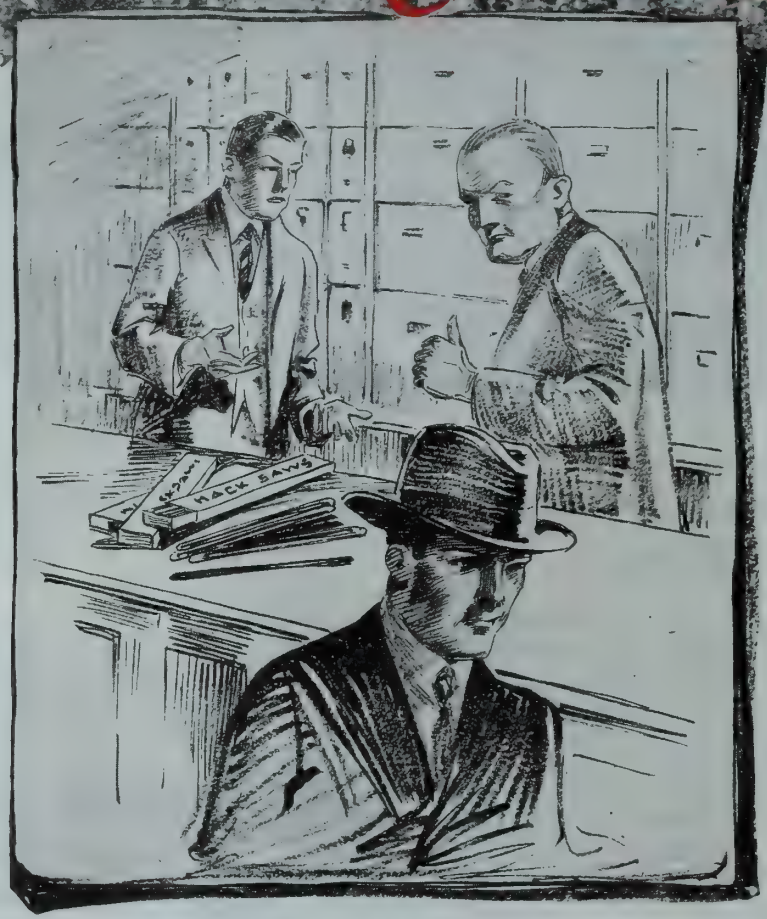
From the ovens the sulphur goes in the form of gas mingled with air, through great lead pipes which are doubled and tripled with many turns in a water cooling tank, and this sulphurous gas then finds its way into the bottom of the tall, brick-lined, concrete tower in which the bisulphite of lime is made. A glimpse of this tower was given in the illustration in an earlier article, showing where the logs first arrive at the Eddy plant. What happens inside the tower will be told in the next article.



Scene on the Du Moines River, 225 miles from the Eddy plant. Note logs on their way to become pulp, paper, or matches, illustrating the Eddy Motto:

"From the Tree to the Trade"

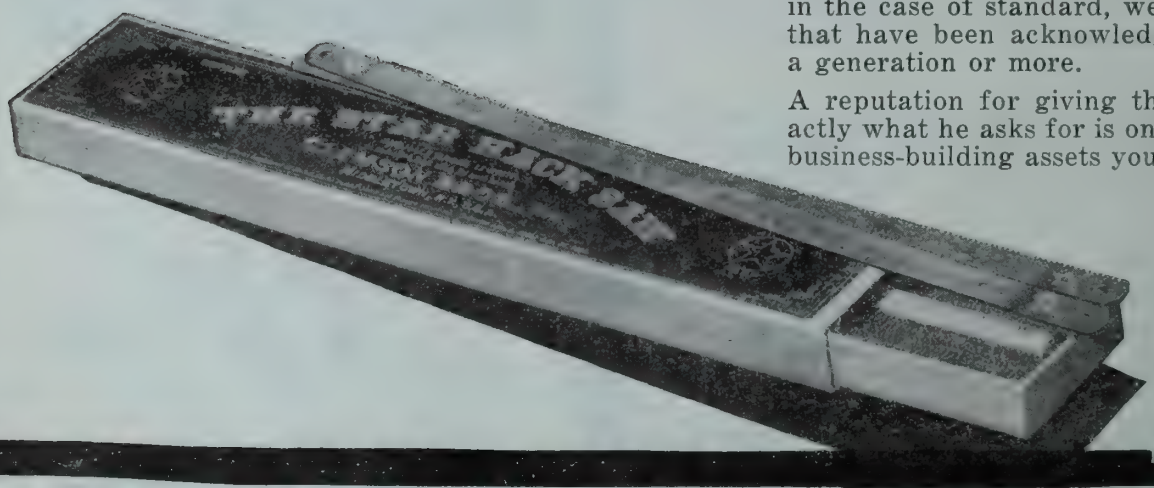
If interested tear out this page and place with letters to be answered.



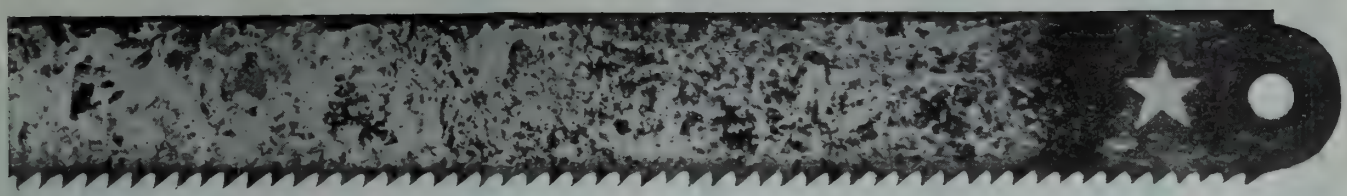
"He

People are getting more particular every day. If they find you can't supply just what they call for, they resent having a substitute offered. Especially is this true in the case of standard, well-known goods that have been acknowledged leaders for a generation or more.

A reputation for giving the customer exactly what he asks for is one of the biggest business-building assets you can have.



STAR HACK



wouldn't take anything but Star Hack Saw Blades"

And the better known the standard merchandise you carry and the higher its quality, the stronger that appeal will be.

Few items in your whole stock are better known than Star Hack Saws, which have been the standard since 1883. In city or country, large store or small, these famous saws in the green box are often the only brand carried, so much higher are they in quality and so much more readily do they sell than any others made.

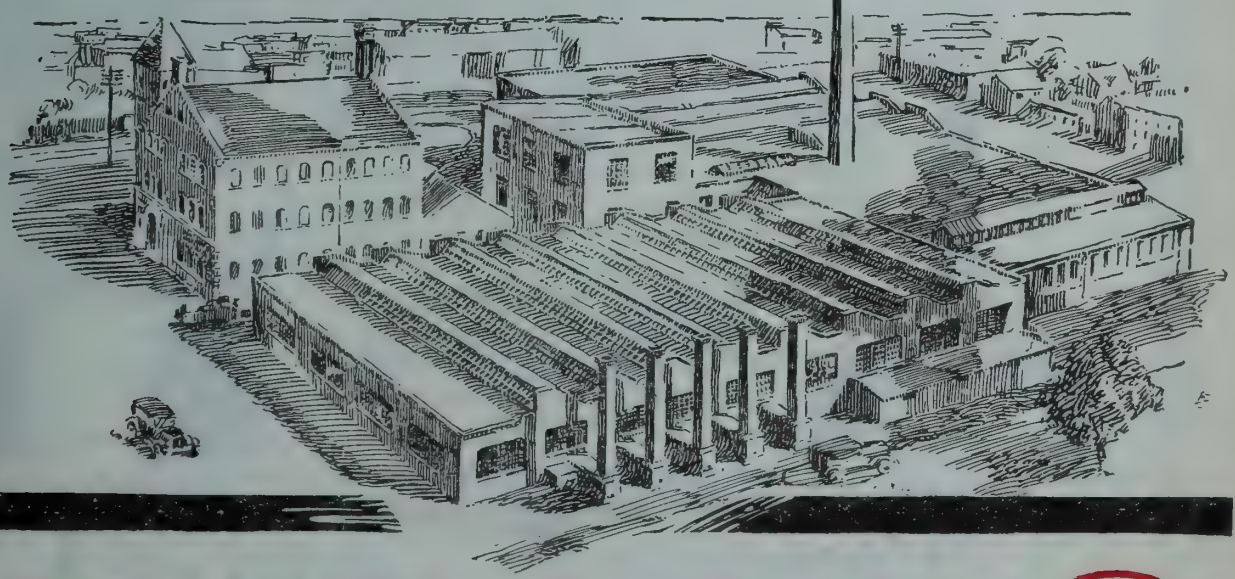
Now Star Saws are sold by the factory that has made them since the beginning. And it goes without saying that the factory that makes an article is in the best position to tell you how it is made, how it should be used, and how to sell it.

Our Sales Promotion Department is at your service to help you push Star Hack Saws with factories or individuals in every way possible.

And our national advertising on Star Hack Saws, which has made them known to users everywhere, will be continued in a bigger way than ever the coming year.

In ordering through jobbers be sure you get "Star." Inquiries or direct orders should be sent to this office.

CLEMSON BROS. INC.
MIDDLETOWN, N.Y.



SAW BLADES

ANNOUNCING *the opening of the*

Canadian Factory

OF

The Coleman Lamp Co., Ltd.

Located Cor. Queen and Davies Sts.

Toronto

MR. E. D. RANCK

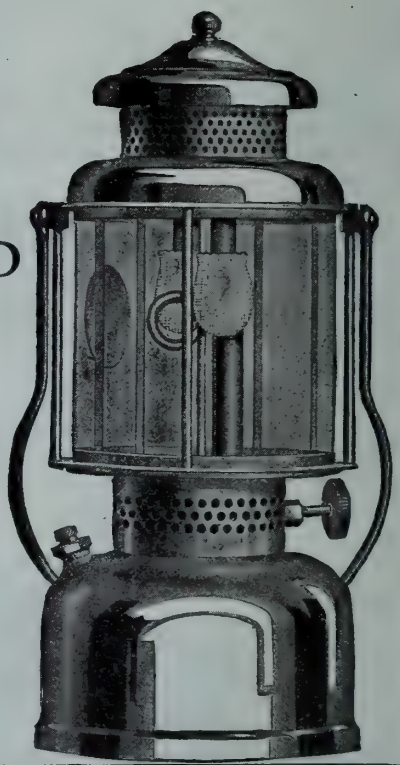
(*Formerly of Johannesburg, So. Africa*)

Sales Manager

MR. H. H. MINARD

(*Of Calgary, Canada*)

Superintendent of Factory



Coleman Quick-Lite

Lamps, Lanterns, Lighting Plants, Fixtures, Mantles, Shades and Supplies in Stock for Prompt Shipments after January 1, 1921.

Write for Complete Catalogue and Latest Prices. Also Full Particulars about How We Help Merchants sell QUICK-LITES. We are arranging to use the Best Publications of the Dominion to tell your customers about them.

Now For 1921

Time passes much more quickly than one realizes. Plans are made for the future and before one can "turn around" that future has become present.

In planning for future business, it is well to plan far ahead and not only to plan, but to act so that when future becomes present you will be ready.

There's tremendous capacity in this big new stove plant. It was built expressly and only for manufacturing Nesco Perfect Oil Cook Stoves.

The demand has been so great for

NESCO PERFECT

OIL COOK STOVES

that it has been more than we could do to take care of everybody. But a smoothly running factory is catching up and will be ready for your orders.

To make sure of your supplies, it would be well to start right now to contract for 1921 delivery on Nesco Perfect Oil Cook Stoves. These are the stoves with the Rockweave Wick that will not creep or stick.

Write to your jobber about your 1921 requirements and place order promptly.

National Enameling & Stamping Co.

St. Louis
Baltimore
Granite City, Ill.
Chicago
New York
New Orleans
Milwaukee
Philadelphia

If interested tear out this page and place with letters to be answered.

COMMUNITY PLATE

Made in Canada

The Joy of Seeing Her Set Grow

Nearly every woman has collected her COMMUNITY PLATE in the same way. Just the everyday table requirements bought—or given to her—first

Then a Berry Spoon, Tomato Server, or other CORRECT SERVICE piece added as the need comes and almost before she knows it, she is equipped with COMMUNITY

for every need of the family table and for entertaining.

The beauty of it is that it all happens so easily and inexpensively. CORRECT SERVICE pieces and sets, $1 to $10. Chests of COMMUNITY PLATE, $47.50 to $400—at the better shops.

Send for attractive booklet "Correct Service with COMMUNITY PLATE"

ONEIDA COMMUNITY, LIMITED
00 NOYES ROAD NIAGARA FALLS, ONT.

COMMUNITY PLATE

Made in Canada

A Desire that Grows

"To order her household more as it should be is the highest expression of life satisfied this desire of woman"—TAXAL.

No longer does the woman of today serve berries or preserved fruits with an ordinary tablespoon. She uses instead, a COMMUNITY Berry Spoon; or for sliced meat, the Cold Meat Fork. So these dainty CORRECT SERVICE pieces meet a distinguished approval that grows and grows.

And these pieces are so easy to collect—inexpensively. One simply buys a Berry Spoon at one time—a Tomato Server, Salad Set, Jelly Server, Iced Teaspoons, season by season as the need comes.

Correct Service pieces and sets—$1 to $10. Chests of COMMUNITY PLATE, $47.50 to $400—at the better shops.

Send for attractive booklet "Correct Service with COMMUNITY PLATE"

ONEIDA COMMUNITY, LIMITED
00 NOYES ROAD NIAGARA FALLS, ONT.

COMMUNITY PLATE

Made in Canada

A Pride that Endures

COMMUNITY PLATE completely satisfies a woman's desire to be proud of what she owns.

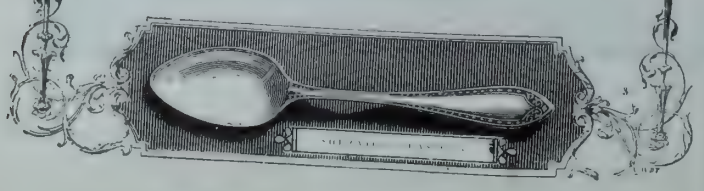
Silver plate was never better than COMMUNITY is today. Money cannot buy a better tableware.

The economy of COMMUNITY PLATE lies in its ability to give pleasing service for the longest period of time and to retain its inherent beauty during that service.

Whether you intend buying now or later, the beautiful patterns of COMMUNITY PLATE may be inspected at the better shops. A set may be started with even a single COMMUNITY server because the patterns are standard.

Send for the attractive booklet "Correct Service with COMMUNITY PLATE."

ONEIDA COMMUNITY, LIMITED
00 NOYES ROAD • NIAGARA FALLS, ONT



ONEIDA COMMUNITY PAR PLATE

Made in Canada

An Inexpensive Tableware In Patterns You Will Like

It is the purpose of PAR PLATE to fix the standard of wearing quality in the lower price ranges of silverware—and to make these standards just as unmistakable as the standard of COMMUNITY PLATE.

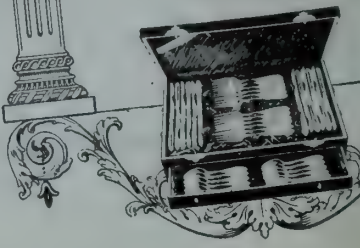
PAR PLATE bears the good, old-fashioned A 1 plate and assures 100 per cent value for each dollar you spend.

It combines exquisite charm of design, in a variety of attractive, standard patterns, which enable you to start your set with a single piece.

See this unusual value in tableware. The better shops will be glad to show you their stocks of Oneida Community PAR PLATE.

Ask us to send you our attractive booklet "Correct Service."

ONEIDA COMMUNITY, LIMITED
00 Noyes Road, Niagara Falls, Ontario
Makers of COMMUNITY PLATE



Some of the 1920 advertisements that are showing your customers why COMMUNITY PLATE is so much to be desired as the table setting supreme—the best tableware money will buy.

When you link your business with COMMUNITY PLATE, you are backed by the tremendous selling power of these advertisements, as well as by the COMMUNITY standard of excellence of quality.

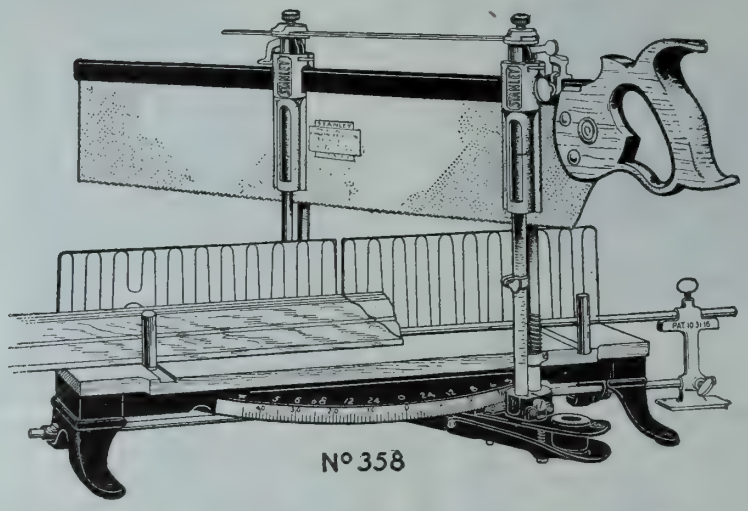
You owe it to yourself to be associated with this powerful educational campaign. Can you afford to ignore the increased sales and the added prestige it represents? You get all the benefit of these and other COMMUNITY advertisements when you concentrate on selling COMMUNITY PLATE and PAR PLATE.

These advertisements are appearing—about five times larger than they appear here—in selected media that blanket the Dominion.

Feature COMMUNITY PLATE and PAR PLATE and you feature your own store.

ONEIDA COMMUNITY, LIMITED
NIAGARA FALLS, ONTARIO

Stanley Tools



Stanley Mitre Boxes

STRONG—DURABLE—ACCURATE

A FEW STRIKING FEATURES:

Saw is held above work when not in use.
Swivel is automatically locked at any angle.
Two sockets in swivel for use of long or short saw.
Narrow opening in back of frame, especially adapted for small work.
Steel rod uprights for saw guides.
Uprights adjustable for saws of varying thickness and for those that run out of true.
Stock guides for holding work in place.
Extra wide range of work—will saw an angle of 30 degrees.
One-piece frame with detachable malleable iron legs.
Construction thoroughly mechanical; all parts interchangeable and readily replaced if lost.
Quickly and easily put together or taken apart for carrying.
Note the patented "Length Gauge," a new and particularly useful device.

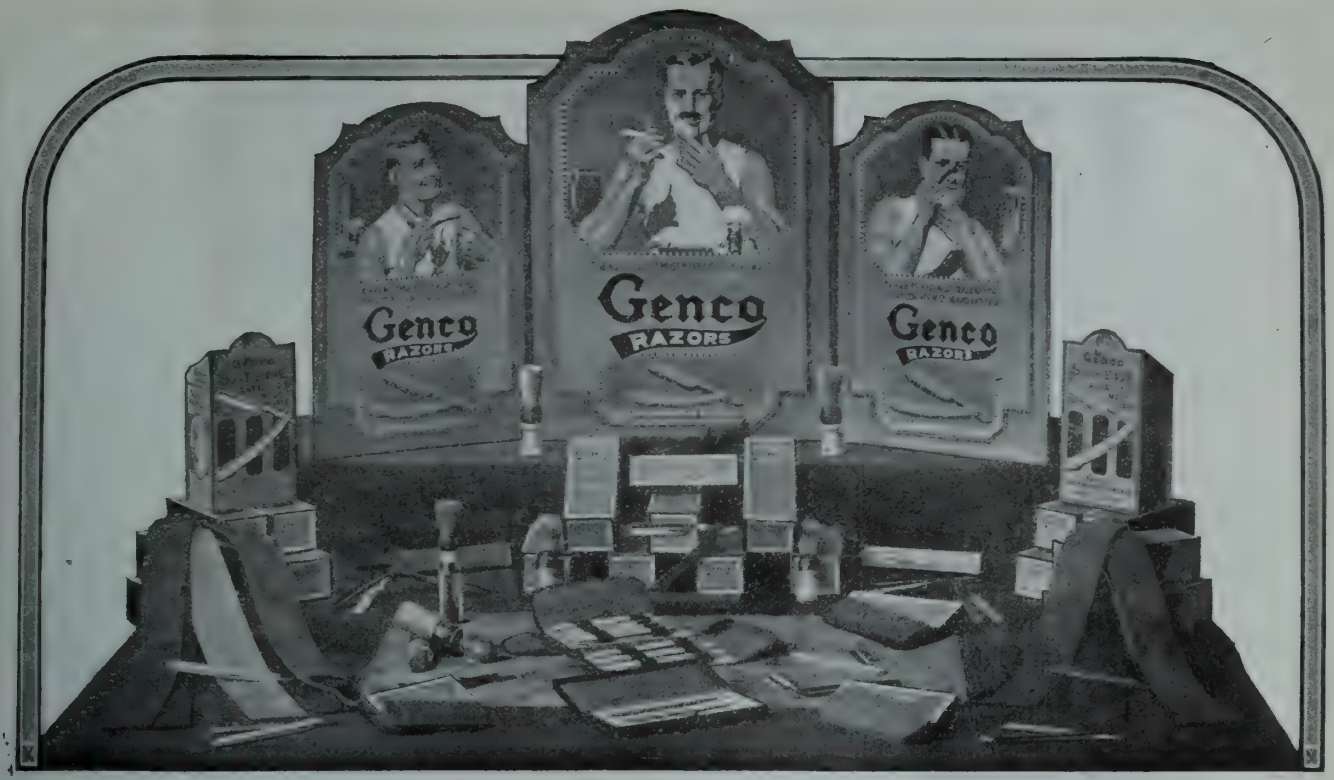
A specially made back saw furnished with each box.

Every mechanic that visits your store will be interested in this up-to-date mitre box.

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.

Canadian Representative:
A. Macfarlane & Co., Limited - Montreal, P.Q.

If interested tear out this page and place with letters to be answered.



$1,000 in Cash Prizes

GENCO WEEK

November 8 to 13

Enter your store in the window display contest to be held during Genco Week, November 8 to 13. Win one of the cash prizes and increase your razor sales. The window will mark your store as a place where any man can buy

"A Razor That Will Shave Him"

Genco Advertising is telling millions of readers that there is a "Genco Razor for every kind of beard and skin."

The full page advertisements in MacLean's for Nov. 1, and Grain Growers' Guide for Nov. 3, will call attention to the special display and demonstration that Genco Dealers will make during the week following (Nov. 8 to 13).

One thousand dollars in cash prizes will be awarded the best 46 window displays during that week.

Every dealer who enters the contest will receive attractive display material free. Dealer is not obliged to buy a Genco assortment or any other material in order to compete for the prizes.

It is not a condition that Genco Razors must be displayed in the competition and the displays in which Genco Razors do not appear will be given the same consideration as those in which they do appear.

Write for free display material and further information concerning the contest.

Be sure to have a Genco Display Assortment on your cutlery counter.

Each assortment contains razors for every kind of beard and skin.

Order one now and receive the handsome display cabinet. If your Jobber cannot supply you, write us.

GENEVA CUTLERY CORPORATION

159 Gates Ave. Geneva, N.Y.

Winnipeg Office: 332 Bannatyne Avenue.
Toronto Office: 11 Colborne Street.

GENEVA CUTLERY CORP.,
159 Gates Ave.,
Geneva, N.Y.

Send us information concerning Genco Window Display Contest.

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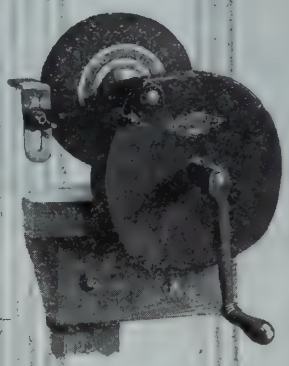

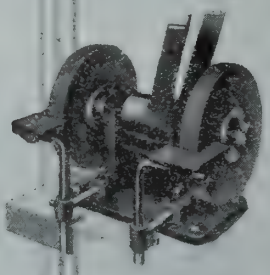

Ask Any Mechanic to look over a Carborundum Niagara Grinder

HE will find every model so sturdily serviceable, so mechanically right, so sensibly designed and so carefully put together that he will tell you to "wrap one up."

He will find that the gears are accurately cut, that the little machines run true and smooth—that the castings are strong, durable, oil tight.

He will find many little mechanical perfections that he won't see in any other machines.

And he will be pleased to note that every grinder is equipped with a genuine Carborundum Wheel.

Glad to send catalog —quote prices—tell you about our free display stands.

Carborundum Niagara Grinders

All you need to do is to stock them

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The "Seafoam"

ELECTRIC POWER

Washing and Wringing Machine

Wrings While it Washes, Washes While it Wrings

is a common-sense washer and wringer that sells for a price that meets the popular demand. It is a Canadian-made machine that has been giving real satisfaction for ten years. Dealers who have not handled the Seafoam are missing much washing machine business. It can be readily sold to people who are keen buyers — who appreciate value, because they can secure a washing and wringing machine at a reasonable price that is not surpassed anywhere, at any price. The Seafoam does thoroughly all the washing and wringing by power without wear and tear on the clothes, and what machine will do more —even at double the price.

SEAFOAM FEATURES

Unsurpassed washing principle —Wooden dolley moving halfway around and back forces the hot suds through the clothes and thoroughly washes them in a few minutes.

Cypress tub—nothing to corrode or tear clothes—keeps water hot.

Reversible wringer with highest grade rolls—will start, stop or reverse instantly. Controlled by lever conveniently placed at side of tub.

Safe to operate—as being belt driven the motor is protected against overloading. All gears being covered the danger of accidents is removed. Safe for children to be around.

Simple in construction—does not easily get out of order.

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ALSO SUPPLIED FOR GASOLINE ENGINE POWER

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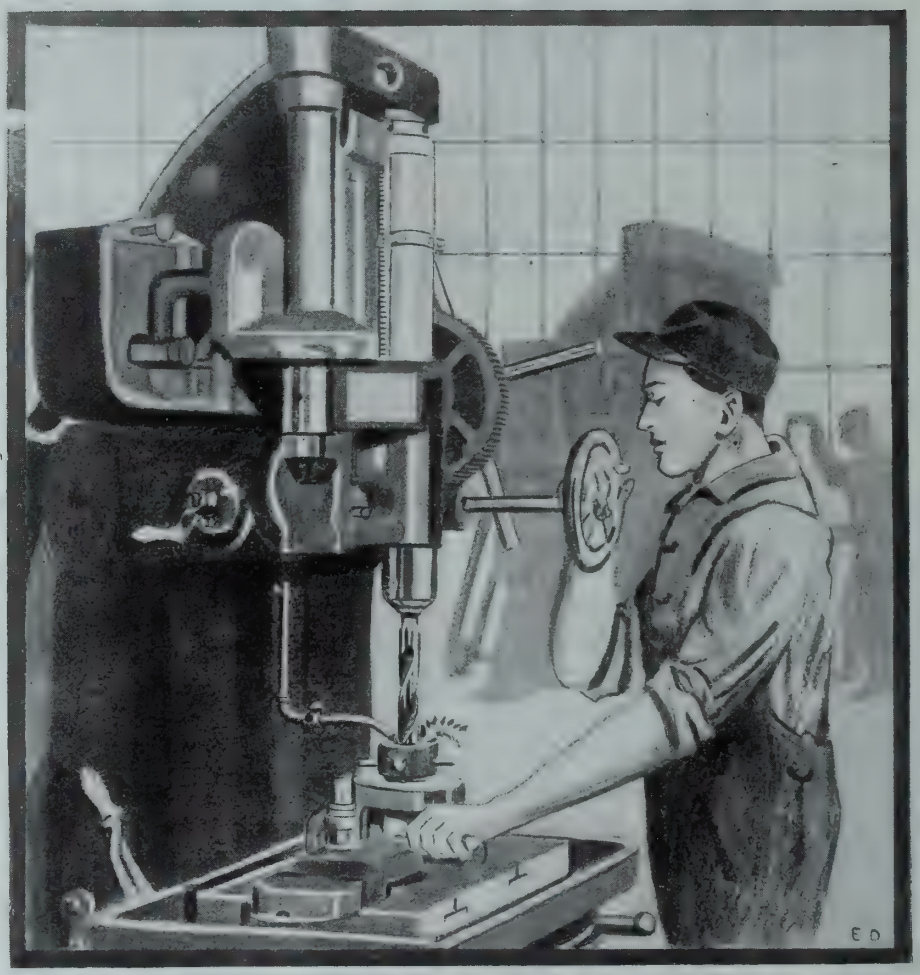

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The trade-mark ARMCO carries the assurance that products bearing that mark are manufactured by the American Rolling Mill Company with the skill, intelligence, and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for them.

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These High-Grade Specialty Sheets for exacting users enter into the manufacture of many different articles, whose makers put their sheet metal problems up to Armco. We are at your service.

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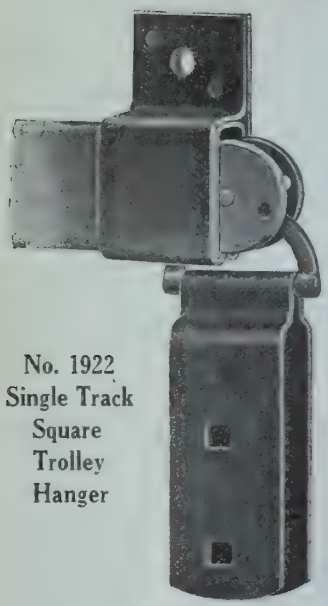
SQUARE TROLLEY HANGERS

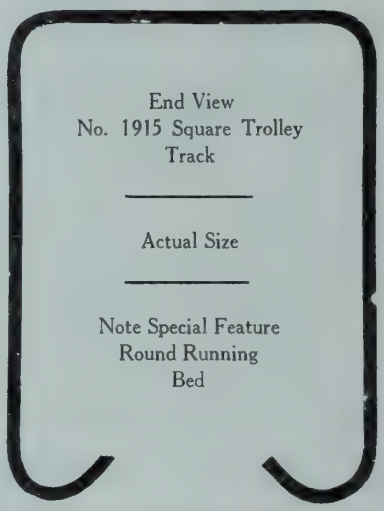


No. 1922 Single Track Square Trolley Hanger

High Grade Steel

Roller Bearings

Pressed Steel Wheels

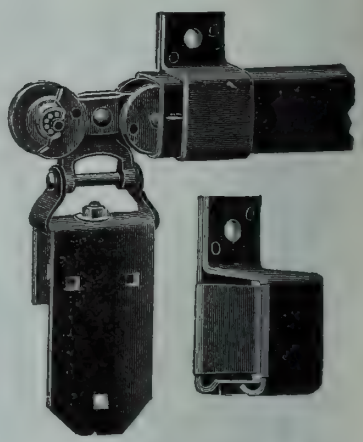


End View
No. 1915 Square Trolley Track

Actual Size

Note Special Feature Round Running Bed

No. 1915 Track supplied in 4, 6, 8 and 10 ft. lengths



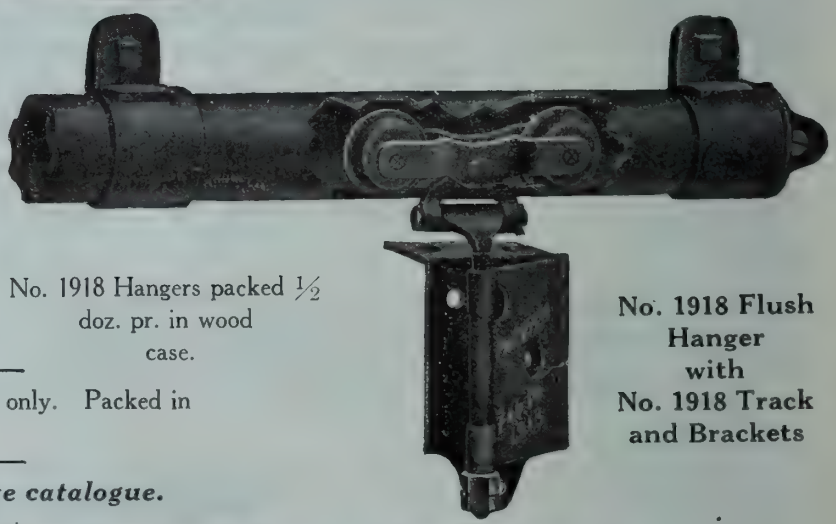
No. 1914 Hanger with 1915 Track and Brackets

Both of these Hangers are for use in No. 1915 Track.

ROUND TROLLEY HANGERS

No. 1917 Hanger with No. 1918 Track and Brackets

The only self-cleaning Track on the market which will not hold dust or water.



No. 1917 Hangers packed ½ or 1 doz. pr. in wood case.

No. 1918 Hangers packed ½ doz. pr. in wood case.

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No. 1918 Track supplied in 3 ft. lengths only. Packed in 48' and 60' crates.

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have now become so popular that no up-to-date merchant can afford to be without them.

We are now making substantial shipments to all the leading jobbers throughout the Dominion and would urge every retailer to see that his clerks have them to offer when required.

Stainless steel is a boon to the housewife as it absolutely does away with the knife board or cleaning machine, yet is always clean and bright for the table.

After extensive experiments we have finally overcome the many technical difficulties in tempering and are now combining all the virtues of stainless steel with a wonderful cutting edge.

Look for I-XL on the Blade.

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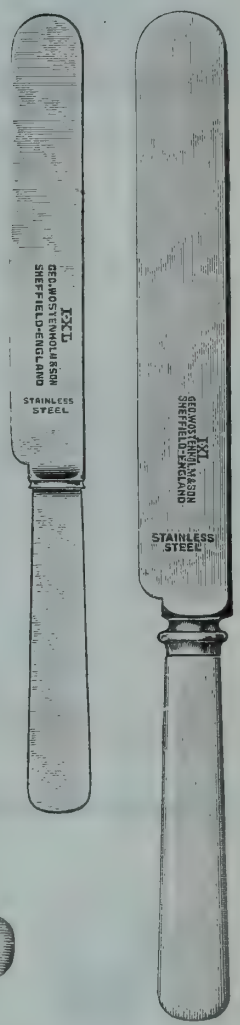

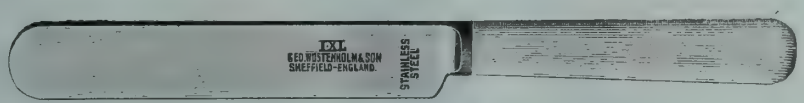

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MONTREAL, QUEBEC

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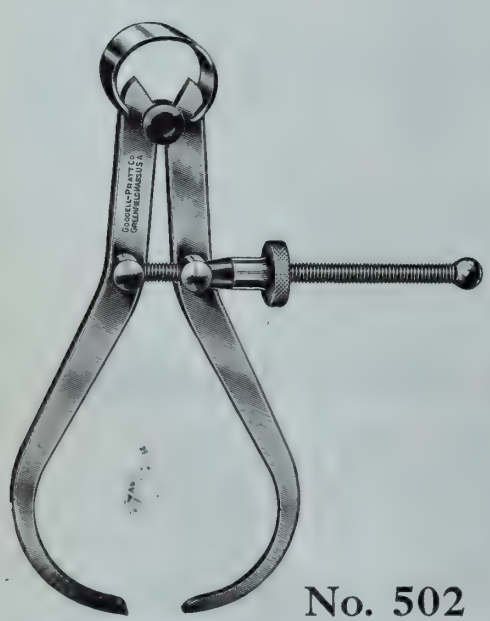
CALIPERS AND DIVIDERS

A good, big, sellable line of high-grade instruments

150 Sizes and Kinds

Does your stock consist of a complete line under a single well-known name? It requires less investment, releases capital for other uses, and the comprehensive assortment available makes satisfactory service to your customer a great deal easier; a three-fold reason why you should stock Goodell-Pratt Calipers and Dividers.

Goodell-Pratt Company *Toolsmiths* **Greenfield, Mass., U.S.A.**



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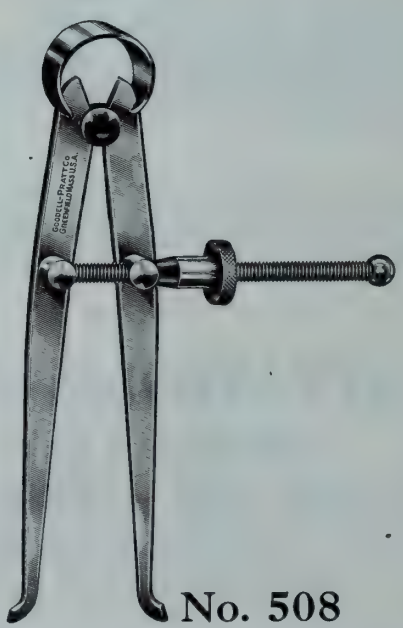

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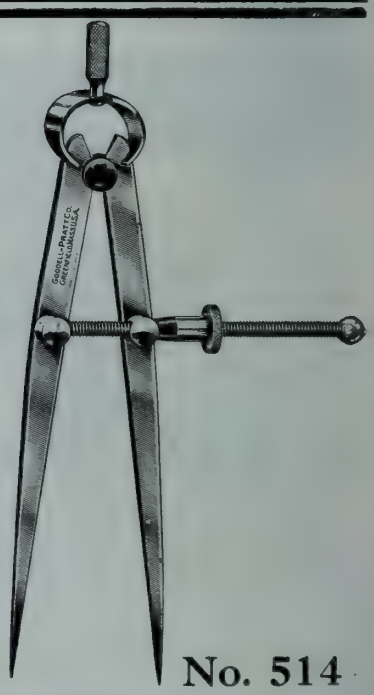

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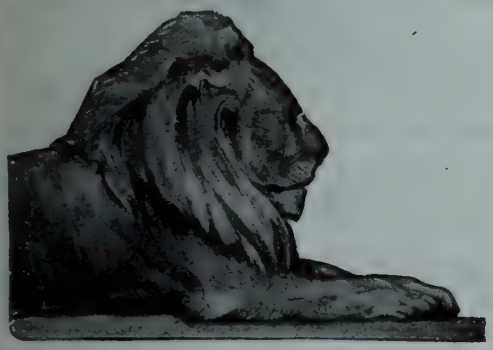
BABBITTS

AND OTHER ALLOYS

Alloyed under the **STANLEY PROCESS**



There's a definite pride in alloying with virgin metals! We *know* our alloys (Babbitt or Solder) will go farther —give longer wear—than *scrap-made* products.

What matter if we must charge a fraction more on occasion! You'll save this many times over in the actual service our alloys render.

BRITISH SMELTING & REFINING Co. Limited.
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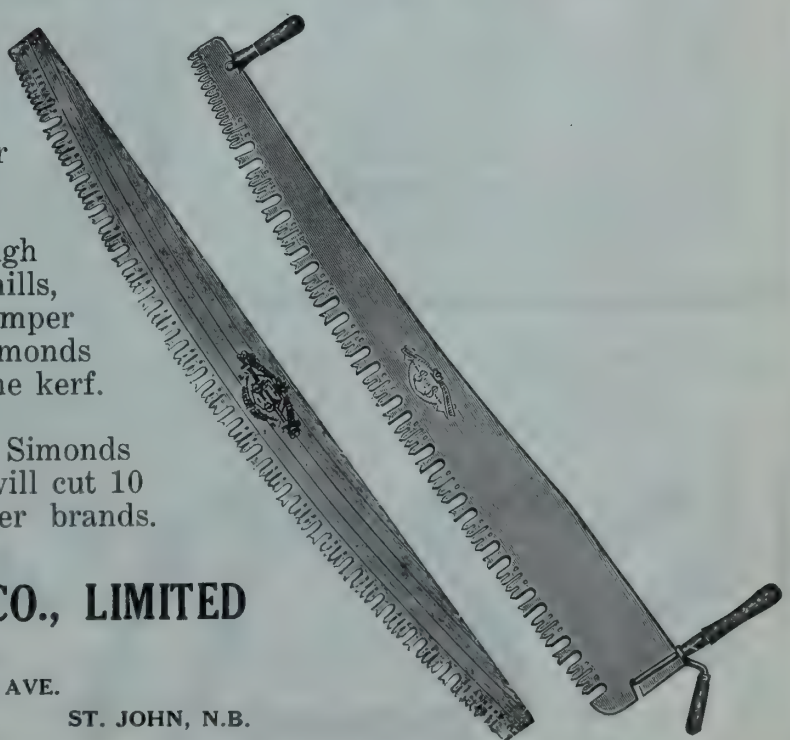
Simonds Crescent Ground Cross-Cut Saws are the fastest cutters known. Not only do they saw fast, but they also run easy and wear exceptionally well.

Supported by an exceptionally tough steel, manufactured in our own mills, they hold their cutting edge and temper longer than the ordinary saw. Simonds Cross-Cut Saws do not bind in the kerf.

Most lumbermen know that a Simonds Crescent Ground Cross-Cut Saw will cut 10 per cent. more timber than other brands.



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"The Saw Makers"

ST. REMI ST. AND ACORN AVE.

VANCOUVER, B.C. MONTREAL, QUE. ST. JOHN, N.B.

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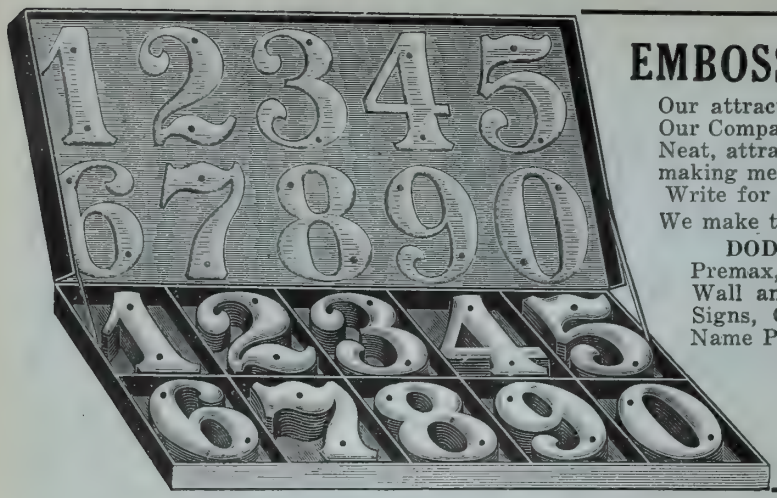

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Write for Folder 14 and Sales Suggestions.

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Premax, Jockey, Spreader and Stallion Chains, Wall Plugs, Wall and Veneer Ties, Sash Chains, etc. Street and other Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.

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Order your display stand to-day. Contains 24 packages for $3.50. Sells at 25c per package.

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Brings you customers—

Write for Latest Catalogue

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Does not corrode **99% pure**

Cast Aluminum Welded Spout.
Packed 1 Doz. in carton.

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Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

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Wire Rope
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An Economical Substitute FOR SHELLAC

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The largest organization of industrial chemists in the world has produced KWIC-LAC for this purpose. KWIC-LAC has proved that it is a safe and economical substitute for shellac on every type of surface, consisting of special gums, cut in denatured alcohol. It has all the characteristics of shellac in drying and when sanded will not gum-up.

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WHITE and ORANGE

—are members of the Flint Architectural Finish Family and possess the same high quality that characterizes all Flint Products, which are made according to time-tested and proven formulas at our own modern factory at Toronto.

Write to-day for interesting literature on wood finishing and ask for our agent's proposition.

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, OCTOBER 16, 1920 No. 42

CONTENTS

Banquet of Canadian Wholesale Hardware Association 37
Slow Deflation in Iron and Steel Prices 39
Dangerous Propaganda Spread Through Press 41
Editorial Comment 42
Would This Solve Tax Problem? 43
News of Western Canada 44-45
Events in the Trade 46-47
Hardware Letter Box, Catalogs and Booklets, Trade Enquiries 48
"Twenty Years Ago" — "Walk Humbly" — Waiting to Hear From Judge Gary 49
New Hardware Goods 52
Weekly Hardware Markets—Toronto, Montreal, London, Winnipeg, Pittsburgh 53-61
Suggest New Fall Uses For Paint and Varnish 62
The Brush Department 64
How Hardwaremen Advertise Paints 66
Weekly Paint Markets 68

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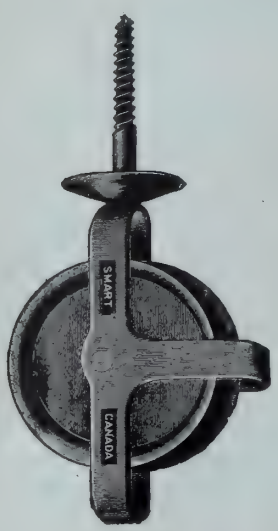
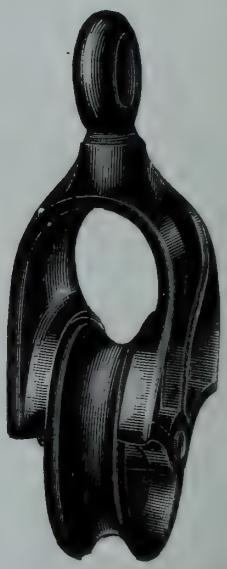
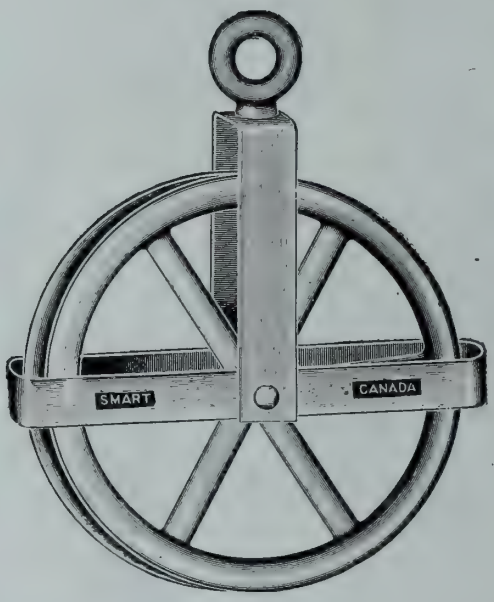
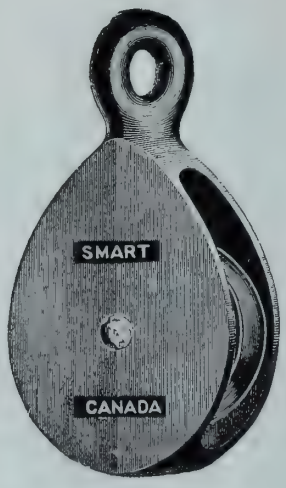








Awning, Clothes Line, Furnace, Side, Hayfork

JAMES SMART PLANT

BROCKVILLE - - - ONTARIO

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, OCTOBER 16, 1920 No. 42

Hardware Wholesalers' Annual Banquet

Splendid Representation of Hardware Interests from Canada and Some from United States—Col. J. A. Currie Speaks of Canada's Potential Wealth—A. Monro Grier, K.C., Makes Plea for Unity and Toleration of Racial and Other Differences.

A SPLENDID representation of wholesalers and manufacturers, with a number of guests representative of hardware and other interests both in Canada and the United States, was on hand at the annual banquet of the Canadian Wholesale Hardware Association held on Thursday evening, October 7, at the King Edward Hotel, Toronto, following the afternoon business session.

A splendid dinner was provided, and the spirit of friendliness encouraged by entertainers.

The proceedings following the dinner were introduced by the retiring president, C. A. Whitwam, who read communications expressing regret at inability to be present from the following: R. H. Tremaine, president of the National Hardware Association of the United States; the secretary of the same organization; A. E. Dykes, J. H. Ashdown Hardware Co., Winnipeg; secretary of the Maritime Wholesale Hardware Association; secretary of the Southern Hardware Association, and from J. C. Wanless, president of the Ontario Retail Hardware Association. Secretary W. F. Macpherson attended, representing the O. R. H. A.

Col. J. A. Currie Proposes Toast to Canada

A number of bright, interesting addresses were given in connection with the proposing and responding to toasts, first among which was the toast to the King, fittingly proposed by President Whitwam. The toast to Canada was proposed by Colonel J. A. Currie, M.P., Imperial Steel and Wire Company, who held a high command in Canada's overseas army. Col. Currie opened his address by stating that Canada was almost unknown when he first attended such a gathering in this country and that it was not expected that fame would come to it for some time. "But," he added, "through the Great War and the gallantry of the sons of our country the name of Canada is now written high and we have been granted a seat at the council of the nations. In all sincerity I might say there is one characteristic of the Canadian which may be a detriment to us, that is our modesty. We consider other nations superior to ourselves, but when it became necessary to do hard fighting it was found that our soldiers were the equal of any. Our men were among the first in the war, and throughout the whole period of the war we, of all nations in the war, were the only one who never lost a position or lost a gun. The manner in which we have treated the men who came back has reflected glory on Canada. The next thing is to see that this country achieves its proper place industrially among the nations. This is the last great country. Our resources are enormous and we have everything which should entitle us to become a great empire. We have 17½ per cent. of the coal deposits of the world on the slopes of the mountains of the Pacific. We have big resources of timber and ores, and we have all the elements that should go to make a country great as far as natural resources are concerned, and we have every reason to feel confident in our manhood. All that we require is the applied industry and understanding. We stand on the threshold to-day of what this country is going to be. Everything is open to the young man of Canada."

COL. ROBERT STARKE

of Starke-Seybold Co., Montreal, Que., elected president of the Canadian Wholesale Hardware Association.

Col. Currie then spoke of his recent meeting with a leading hardware merchant of London, England, who told him that in many lines of hardware Canada to-day controlled the world. In a final survey Col. Currie pointed out that Canada has nationally-owned railways which were only sink holes under private ownership. "These," he added, "will play a big part in building up the country industrially." In conclusion it was pointed out that there is room for millions of new population in Western and Northern Canada, and that therefore there is no limit to the possible extension of this country in any direction.

A. Monro Grier, K.C., Responds

An eloquent address was given by Mr. A. Monro Grier, K.C., in responding to the toast to Canada, as follows:

"So far as the merits of the subject matter of this toast are concerned there is no proper limit to be set in replying to it. As the toast has been proposed by Colonel Currie, who was of the band who went forward during the war, I should like to say, after the war, in part what I used to say during the war. Speaking for all sincere men who were left behind, I say in respect to those who went forward that if we put together all of the activities of those who were left behind they would not compare with the achievement of one solitary man who went forward to offer his life for his country.

"In responding to the toast to Canada I feel in a sense I am permitted to speak

more freely of the virtues of Canada than one who has been born here, and may I indicate something of my connection. Irish on my father's side, Scotch on my mother's side, brought up in England, and now residing in Canada.

"If you go away from Canada for a short time you are simply amazed when coming back at the wonders of the country. Its assets are beyond the imagination of any living man. The Dominion of Canada contains within its borders possible wealth such as never entered into any man's mind."

Referring to Canada's part in the Great War, Mr. Grier stated that hardly was the call made when Canada answered "I am ready," and she was ready until the end of the war. "And now," said Mr. Grier, "that being so, the question to those of us who contemplate the big things is, are we the same people who showed ourselves to be big in such an undertaking. That is the question we have to solve. Something of that fine spirit must still actuate us. The thought that each of us shall realize that each owes a duty to those who are dependent upon him and to the whole world. In my judgment there is an opportunity presented to Canada to-day which lies before no other country in the world and therefore I suggest to you that we see to it that to the extent we possibly can we keep alive that splendid spirit which actuated those men who went forward to battle. If a time shall come in my lifetime when I shall say the Great War is a thing of the past, I trust my life will come to an end, because I will realize I am quite unworthy to be a part of a country which took such a part in the world war. Let us become worthy of the men who fought."

Continuing, Mr. Grier pointed out that there were two views of life. "There is the view of the man on the street and of meeting our fellow men on the same plane on the one hand, and the other view is when from a high place you get some ideas of the right perspective of things. Life is not just one trifling humdrum but it is a wide, magnificent panorama in which those things you considered difficult are seen to be small compared with the whole life you have to tread."

Must Tolerate Racial and Other Differences

"Canada is a country not of one people but largely of two. Those of British extraction number 4,600,000; those of French extraction 2,500,000. We can perhaps best help our country by doing the very best we can to be tolerant of those things which are not agreeable to us. The objective view of the Frenchman is the same as ours. We should be tolerant and kind to each other. We are not wholly manufacturers or wholly farmers. He would be a poor judge of the situation who thought we should all be farmers or manufacturers, but we should in every possible way try to get the

C. A. WHITWAM

London, Ont., retiring president Canadian Wholesale Hardware Association.

point of view of the other man, and if we do the result will be good for all. We are not all employers, some of us are employees. A faithful employee is just as good as a fair and reasonable employer. How do we discharge our individual duty? The whole thing is that we take pains not so much to our rights but as to our duty.

"Canada occupies in the world the position she is really entitled to. Though I am British born I never met a man born in Canada who had a higher appreciation of its potentialities. Canada is a country so great that it might well afford to let its praises be sung by others."

Mr. Grier hereupon turned his reflections to the Old Country, pointing out that Britain's achievements in the war were almost incredible, and that from what he had seen on a recent visit home made him feel honored to belong to such an empire. "We sorrily discharge our duties as inheritors of the things which come to us from the Old Country," he added, pointing out that our concern is that we should be worthy of the men who went forward in battle.

"Canada is comparatively free from political troubles," said Mr. Grier, "and those troubles will not grow as long as we can keep those of British extraction in as large a proportion as at present. Canada represents one twenty-eighth of the whole of the British Empire, and is almost as large as the Continent of Europe. It has no right to say of anything: "It cannot be done." If Canada will set itself to work it will not need to be concerned with the views of others. If it will do so we will not only be worthy but there is no future that will be impossible to us.

"Shall the self-same mould bring forth the self-same men?"

Toast to Our Guests

Lt.-Col. Robert Starke, Montreal, vice-president of the association, proposed the toast to Our Guests, stating that he considered it an honor to propose such a toast and giving a hearty welcome on behalf of the association. The toast was drunk with Highland honors.

Tariff Enquiry Same Old Battle

MR. W. R. Yendall, Canadian Richards Wilcox Co., London, Ont., gave a brief address confirming the necessity of co-operation under present circumstances, as follows:

"There are tremendous possibilities before us if we can see eye to eye, and such gatherings as these help along this idea. If someone had asked me what I thought about the Steel Company of Canada before I heard Mr. Whitton, I would have said certain things which I would not say now. There are always two sides to the question. And now, when the country is being swept by a wave of distrust it is necessary for us to try to give the other fellow credit for being as honest as ourselves. I think most of us will agree that faith will be justified. It is a little singular that in this country we should have such a wave of clashing between various interests. This tariff enquiry is the same old fight and it is so tiresome to again face the possibility of splitting our country on the tariff question. A few years ago in the United States the tariff was the battle ground of the old parties, until finally they got a tariff board. We in Canada are threshing over old straw. I wish we could get at the politicians who are responsible, for there is no sense in this agitation for free trade."

Mr. Yendall spoke of the endeavor to make political capital of alleged strife between employer and employee, and the racial question, adding: "There is no real difference of opinion between the English-speaking people of Ontario and the French, and we should not let politicians bring it up. We need the get-together feeling and give the other fellow some of the credit."

The Guests

Those in attendance at the annual banquet of the Canadian Wholesale Hardware Association included the following:

H. S. Alexander, Wood, Alexander & James, Hamilton, Ont.; W. C. Allen, Western Wire & Nail Co., London, Ont.; Jas. Arnold, Canada Foundries & Forgings Ltd., Brockville, Ont.; F. Atkinson, Canadian Tube & Iron Co., Toronto, Ont.

H. J. Badden, James Hardy & Son, Toronto, Ont.; Chas. L. Baillie, Wm. Jessop & Sons, Toronto, Ont.; Thos. M. Birkett, Thos. Birkett & Son Co., Ottawa, Ont.; A. A. Bittues, Gillette Safety Razor Co., Montreal, Que.; C. E. Britton, Gananoque, Ont.

Geo. A. Childs, United States Steel Products Co., Montreal, Que.; W. H. Clark, Ontario Lantern & Stamp Co., Ltd., Hamilton, Ont.; D. P. Cotter, Gillette Safety Razor Co., Montreal, Que.; Col. J. A. Currie, Imperial Steel & Wire Co., Collingwood, Ont.

Geo. C. Davis, Frothingham & Workman Ltd., Montreal, Que.; G. D. Davis, Hardware and Metal, Toronto, Ont.; S. Y. Dingee, Henry Disston & Son,

(Continued on page 48)

Slow Deflation in Iron and Steel Prices

Lines Employing Least Labor Will Decline First and to Greatest Extent—Iron and Steel Prices Represent 85% Labor Costs—No Rapid or Severe Cuts in Prices Can Be Expected—Hardware Lines Not Speculative Ones—Need More Commercial Patriotism—Buyers Must Not Lose Confidence.

THE first response to the toast to Our Guests was made by F. H. Whitton, of the Steel Company of Canada, Limited. Some one passed a witticism about Mr. Whitton's stature by asking him to stand up when he was already on his feet. This brought the sharp reply from Mr. Whitton to the effect that he was "born that way." Introducing his remarks Mr. Whitton stated that he had been among the members of the Association for many years and that sometimes he felt it was time for a new face, but that he would be much disappointed if he did not get an invitation to the banquet.

"I am asked to give our views in regard to business conditions and I take this as a compliment to the views of the company I represent. I regret Mr. Hobson, our genial president, could not be with us to-night.

"I am going to speak to you entirely from the position of iron and steel industry. Of course we know that readjustment has been before us for a long time. In January 1919 we thought that period had arrived. We made reductions of $4 to $6 a ton, business was depressed, some wanted to cancel orders, and there was a great curtailment of business up to June 1919. But that was a false sign because the demands of peace time requirements immediately caused a rebound in business and you all know the pressure which has taken place from that time to the present. Up until that time labor was very scarce, it was an era of wage upon wage increase, decreased production, general dislocation of business and restlessness among the men. The public were extravagant and there was a great indulgence in luxuries. Speculation has increased during the past eighteen months. But at last a halt has been called. Our war debts have to be paid, our Government has called upon us to be economical and is taking our money to pay interest and principal. On behalf of itself the Government has had to curtail expenditures. Banks have wisely curtailed credit. The object of our banks is to maintain the interests of the country and their action indicates that the time has arrived when the first steps should be taken to adjust business towards normal conditions. There is nothing to be feared if we show a few jolts but the lessening of industrial activity will not be sufficiently severe to be alarming and those who fear a depression will likely be wrong.

"There is much work in arrears, much construction work to be done. A large demand is assured to supply our own people and the whole world. A downward trend in prices is taking place and the market will find its normal level, but what is its normal level? No one knows. When the public take all the goods produced at high prices it is useless to argue for lower prices. Speaking of hardware, we must not allow our products to be classified in our minds or in the minds of our customers, in the same list as the more speculative commodities such as coal, sugar, cotton, silks, etc.

"Regarding general conditions there is no question about them whatever. In regard to crops this year we have a most bountiful harvest and the very immensity of it will probably bring to normal levels the prices of foodstuffs.

"Those lines which require employing the least labor will come down first and to the greatest extent. Iron and steel premium prices will probably disappear, but prices will not come down as rapidly as other lines and the new normal level of steel will probably be a surprise to most of us.

"Iron and steel in its many finished forms passes through so many processes and probably employs a larger percentage than any other general commodity. Going back to the fundamental articles we take ore. Ore in the ground is worth 10 to 20 cents a ton; coal in the ground is worth 20 to 30 cents a ton. These materials amount, with other alloys, to 15 per cent. while 85 per cent. of the value represents labor costs. You know the position of labor to-day. We may consider wages high but there is no rush downwards. There will be a recession in labor but only as conditions warrant. So we see that articles with the least labor will be affected the least.

Comparison of Prices

"I have compared prices of materials of a year ago with the present. These figures include 10 per cent. United States exchange in Canadian currency and exchange is figured on just that portion bought from the U.S. The prices are for the third quarter compared with 1919 and are as follows:—

Ore is 31 per cent. higher.
Coal 109 per cent. higher.
Coke 118 per cent. higher.
Fluxing stone 20 per cent. higher.
Alloys 49 per cent. higher.
Scrap 45 per cent. to 80 per cent. according to grade.
Fire brick 52 per cent. higher.
Ingot molds 57 per cent. higher.
Repair parts (iron) 42 per cent. higher.
Repair parts (steel) 20 per cent. higher.
Oils 32 per cent. higher.
Engine oil 90 per cent. higher.
Black oils 145 per cent. higher.

"Wages are the most important item," said Mr. Whitton, stating that all those present knew the increase in this line. He, however, advised that no undue pressure be brought to bear to bring down wages too suddenly.

Mr. Whitton pointed out that the above figures have greater significance when it is borne in mind that there are four or five tons of material in one ton of steel.

"There is a great shortage of iron and steel," said Mr. Whitton, "it being essential in so many different requirements such as machinery and production of other goods, in farming, mining, etc. The demand in Europe is also large and their production has been decreased."

Discrepancy in Steel Prices Causes Misapprehension

"Speaking of prices, there is a very great variation in the price of iron and steel between the largest corporation in the United States and the other makers and no one attempts to explain. I have no doubt that there are good and sufficient reasons for that position. Everyone concerned thinks that in Judge Gary there is one of the cleverest men in the iron and steel business. Of course we know they have advantages over any other iron and steel producer, when you take into account their costs, properties, ownership of railroads and boats, their large production. But

OFFICERS OF THE CANADIAN WHOLESALE HARDWARE ASSOCIATION FOR 1920-21

President, Robert Starke, Starke-Seybold, Ltd., Montreal, P.Q.

Vice - President, Thomas M. Birkett, Thos. Birkett & Son Co., Ltd., Ottawa, Ont.

Secretary - Treasurer, James Hardy & Son, Toronto, Ont.

Executive Committee, George C. Davis, Frothingham & Workman, Ltd., Montreal, P.Q.; Hector Prudhomme, A. Prudhomme & Fils, Ltd., Montreal, P.Q.; S. R. Kennedy, Kennedy Hardware Co., Ltd., Toronto, Ont.; S. Rae, D. H. Howden & Co., Ltd., London, Ont.

there is some motive other than this because their exports are at much higher prices than their domestic prices. There is that discrepancy and this is apt to cause misapprehension as to values in the minds of buyers.

"In the New York Times of October 5th Judge Gary, speaking as to the effect of the advance in freight rates on prices, said: 'I hope it will not cause the Corporation to advance prices; however, I am not certain as yet what the effect will be and prices may be affected to some extent. Rails should be slightly advanced.'

"This is interpreted to mean that the Corporation is at least more likely to advance their prices than to recede," said Mr. Witton. Continuing: "Take the case of the independents. Their costs of manufacture are very high and the difference in prices between the corporation and the independents does not mean that this is a margin of profit which the independents enjoy over the corporation. We must not expect too rapid or severe cuts in steel prices. There are only a few people who can wave the magic wand and reduce prices but too rapid reductions would cause unemployment and the lessening of purchasing power. Only steady production will bring values down.

Improvement in Labor

"Labor conditions are improving in efficiency. Men respect their jobs more than they did, they are willing to give you a little more labor in return for the prices that you are paying them. We have probably not reached the pinnacle by long odds, of the efficiency of labor. Wages are at the top notch and the men and the unions will fight reductions. On the other hand is the tendency to-day for the open shop. That is the only basis on which we should work.

Immigration

"Immigration is large and increasing. A great number of foreigners went back home after the armistice and when they get money again they will be back. There are many we do not want back and there are a number who will not be allowed to come back. But this immigration which is coming in at the present time is going to bring us a supply of labor and more efficient labor than we have had for some time. We have been very short of common labor. British subjects do not like common laboring any more. At the same time you must recognize that the unions will make strenuous efforts to restrict immigration as much as possible through politics and other ways.

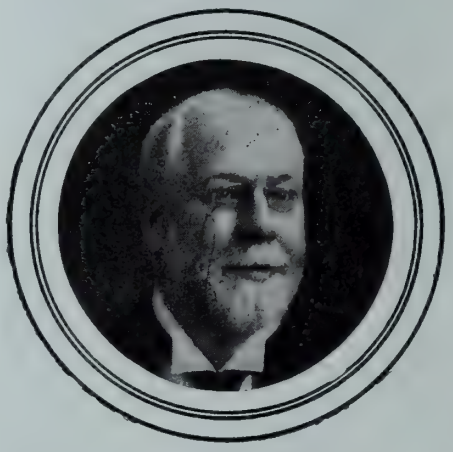
Must Keep More Trade at Home

"Another thing we can do in helping on the downward trend. Canadians have got to buy more Canadian goods and curtail purchases in other countries. Figures for August show that the United States bought from us $47,000,000 worth of goods this year, an increase of $3,000,000 over the previous year. In the same month we bought from the United States goods to the value of $85,000,000 which was $22,000,000 increase. We had an adverse trade balance in that month of $38,000,000.

"We must look after ourselves first as they do and which we must respect them for. This will apply to all of us in the coming year. One point you are apt to foret that when we pay over that $38,000,000 we have to send along another $3,800,000 to pay the exchange for one month on the increase alone without the exchange which had to be paid on the total value of goods purchased. In 1920 so far we have bought from the United States goods to the value of $445,000,000 as against $335,000,000 last year, or an increase of $110,000,000 up to the end of August.

More Commercial Patriotism Needed

"There is more value in the home market and it is more valuable to us to buy



JAMES HARDY

Toronto, secretary Canadian Wholesale Hardware Association.

here than the mere money difference in the cost of the articles we buy. While we should at all times study the interests of Canadianism do not forget that right now what we want is a great deal more commercial patriotism than we have had in this country. My impression is that business in Canada is going to be satisfactory and we have in our own hands largely the making of our own future. We have enough business to keep our industries going. Several outstanding men have recently spoken on the subject and I like to ponder over their statements. Sir Edmund Walker, President of the Bank of Commerce, questions the loss of purchasing power of the people and says that on the new and sounder level of prices an enormous volume of business should be possible, that prices will be high for a generation. Judge Gary, James Campbell, J. Topping, Charles M. Schwab and other leaders in the iron and steel industry, all express themselves as of the opinion that the steel industry is in a healthy condition, that high costs of materials and freights must keep prices up, the process of deflation will be slow. Steel is scarce in the markets of the world. Railroads use one-third of the production of the mills and during the past five years purchases by the railways have been much below normal. The deficit has to be made good. Construction needs of the present and future are very large. This is not a time for buyers to lose confidence. We knew how to go up, we knew how to meet our difficulties. We know how to come down and we have the ability to do it safely. All we have to do is keep our heads level, to instil in our men the idea that we have all still got to work, that all this theory that living is possible without work is wrong, and if we so order ourselves there is nothing in the way of disaster in any shape or form ahead of us."

Outlines the Work of O.R.H.A.

IN the absence of President Wanless of the Ontario Retail Hardware Association, Secretary W. F. Macpherson was in attendance and spoke as follows:

"I wish to thank the association for the courtesy of an invitation, showing that you have an interest in the Ontario Retail Hardware Association. In some trade and other newspapers we read that the middleman is non-essential in carrying on the business of the country. As a retailer I can only say that if it had not been for the wholesaler in the past few years, God help us retailers. The stocks which wholesalers carried and the forethought which they used enabled the retailer to get constant supplies of goods. The wholesaler has evidenced his usefulness more particularly in the last few years.

"A few months ago at a manufacturers' banquet in Hamilton, I outlined to you the possibility of what might happen in connection with our association. That we had got to a point when we had either to go ahead or quit. The executive committee has prevailed on me to devote my whole time to the work of the association, and in that position I expect to have closer connection with the wholesalers and manufacturers. I anticipate that the courtesy and ease with which I have had any adjustments made in my present business will be maintained. In carrying on the work of the association in the future we are going to develop along the lines of co-operation between the dealers. We are going to adopt certain lines of service and information to keep them posted on prices, figured down to net costs.

Don't Intend to Allow Gas to Be Shut Off

London, Ont.—Western Ontario municipalities are taking concerted action to prevent the gas companies from cutting off the gas supply in order to intimidate the consumers into paying the higher prices sought. Papers have been prepared for the municipalities of Belmont, Westminster, Dorchester, Dresden and Tilbury by J. M. McEvoy and an injunction will be issued, just as soon as it appears definite that the gas companies really intend to turn off the gas.

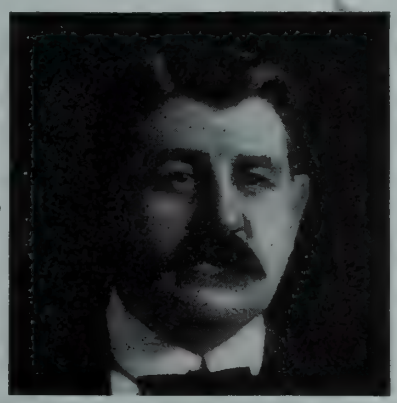
Dangerous Propaganda Being Spread re Market Tendencies

COLONEL ARTHUR HATCH, Canada Steel Goods Company, Hamilton, Ont., had retired from the banquet room to dress and attend to a few other little matters, the hour having been rather late, but he was recalled and gave a short address introduced with appeal for the strength born of union, through an organization of the kind he was addressing. Colonel Hatch continued as follows:

"The publicity given recently to the announcement of Henry Ford in reference to the reduction of prices on his automobiles, which has been heralded by the newspapers and trade papers, excusing perhaps Hardware and Metal, with reference to the effect that reduction would have on prices, is unwarranted. If you figure it out you will find that Henry Ford has reduced the price of his sedans $50 and advanced the price of his coupes $50 and he sells 160 coupes to 100 sedans. This is figuring the Canadian prices. This has been heralded as one of the reasons prices are going down. This matter of Henry Ford and the question of the reduction of prices is going to cause the very thing you do not want to cause, that is a reduction-in-price problem which will reduce the assets which you have in your warehouse. This idea has caused people to hesitate about placing orders and this means that many men are going to be thrown out of work. There is no manufacturer fool enough to manufacture unless he is assured he is going to have a market for his goods and if he does not produce it means there is going to be a shortage of goods and conditions will be worse than before. There would be a stampede and prices would go higher than ever. Now these things are all due to imagination. Everybody knows that the main thing which enters into the production of anything today is labor. The goods you manufacturers make and the goods you sell are principally labor.

"There was a comment in one of the papers recently about reductions in clothing prices. In a suit of clothes there is six pounds of raw wool at 12 cents per pound, 22 cents worth of cotton and 32 cents worth of jute. The rest is labor. Wages are not reduced, and if you reduce labor you will reduce the possibility for the sale of your goods.

"Some editors are not doing what they should be doing if they preach reductions. I don't believe there will be any reduction in price of hardware. I am certain there is not going to be any reduction in the price of labor and I recommend that every man pay attention to this, that he buys conservatively of what he wants but buys enough to supply his demand. He has got to supply the people with a sufficient quantity of hardware which will be necessary to build up this country. During the last two years the population of Canada has increased from 7,500,000 to 8,900,000. These people coming in must be housed. It is our obligation to see that these people have a place to live. You must supply the hardware and if you have not got the stuff to supply them you forego your obligation and you admit to the people who come here to make their home that you are not able to supply them with the necessary things to make a home."



G. C. DAVIS

Montreal, elected a member of the executive committee of the Canadian Wholesale Hardware Association.

President Whitwam, commenting on the address of Colonel Hatch, remarked that after such a plain talk as that no reduction in price of builders' hardware could be expected.

How U.S. Manufacturers Are Dealing With Readjustment Problems

UNITED STATES manufacturers were represented by E. S. Jackson, of the Miller Lock Company, Philadelphia, who spoke as follows:

"As a citizen of the United States I am very proud to be here, but just why you should call on a locksmith from my country for a general patriotic talk on Canada is a little incomprehensive. I would rather try to sell a bill of hardware to T. B. Williamson (H. S. Howland Sons & Co.) than to make a speech. Referring to that balance of trade between Canada and the United States, I would suggest that the solution of it is not in purchasing less goods from the United States, but to sell us $38,000,000 more of your products.

"I would be a coward to come to this dinner and yet not try to bring something which would be of some account, and I thought it might be interesting to you to understand some few of the difficulties with which the business men of the United States are at present confronted."

Mr. Jackson hereupon enumerated a number of headings, of which he had made a note, concerning ways of meeting the difficulties mentioned. These were as follows: 1. Avoid getting scared. Better to go out and get arrested than get scared. 2. Stand for Americanism. 3. Know our constitution. 4. Take a greater interest in governmental affairs even to the question of personal sacrifice. 5. Back our railroads to solve the problem and cure sluggishness in this regard. 6. Face the labor problem; keep open shop. 7. Live right and think right. 8. Devote attention to export trade. 9. Get the big profit idea out of our heads. 10. Look for better business after January 1, 1921. 11. Sell values and not terms.

A number of commandments as published by the Manufacturers' Association of Pennsylvania were very interesting as read by Mr. Jackson.

The first section addressed to organized labor commanded that the union card be not put before the country's flag; that denial shall not be given to the right to work and receive a fair wage; that the worker shall not demand a good day's wage in return for a bad day's service.

The section addressed to capital commanded that a fair living wage shall be paid to each worker; that a safe place shall be provided in which the employee shall work; that the business will be operated as efficiently as possible; that extortionate profits will not be demanded.

The section addressed to the general public commends that they shall willingly pay a fair price for all commodities; that they shall pay taxes cheerfully and thus assure the general welfare.

Mr. Jackson concluded with expressing the greetings of his associates in the local organization.

Advise Filling Up of Store Shelves

H. S. Alexander, of Wood, Alexander & James, Hamilton, Ont., gave a word of advice as follows:

"My advice to Canadian manufacturers is to get busy and give us some goods. We have lots of orders, but you will not give us the goods. A day or so ago we got a letter from our Winnipeg branch to fill up their shelves, and I believe that is sound advice. If manufacturers have no goods on their shelves and everyone wants goods, there can be little talk of lower prices. There is no reason why the level of prices should not be maintained for some time to come. Sane merchandising is what is required under present conditions."

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations. Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

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SATURDAY, OCTOBER 16, 1920

Editorial Briefs

THE luxury tax has long been a much disliked means of revenue production in Canada, especially among retailers. It is therefore with some hopefulness that a report is received that it is likely to be eliminated and a general turnover tax substituted.

* * *

MANY employers of labor, whether on a small or large scale, can benefit from taking the advice outlined in an article in this issue entitled Walk Humbly, so that they can secure the utmost co-operation of employees.

* * *

WE are now undergoing the process of readjustment, facing conditions and making adjustments which some business men claim should have been made immediately following the armistice. One benefit to be derived is the greater return from money expended for labor. The hardware trade will probably be the last to feel any decided slump in business. Sudden sharp price declines have not been noticeable in hardware as in many other lines. Hardware merchants deal in necessities, not luxuries. While the hardware business may not have the gilt and glamor of some other lines of business, neither has it the nightmare of depression to worry about.

Probable Tendency of Steel Prices

THERE has been a great deal of groping in the dark recently in the attempts of those who are expected to know something, as to the probable trend of prices of hardware commodities. Conditions recently have been such as to render very difficult any intelligent forecast and this condition has been accentuated by the declining prices of many commodities, though excepting most hardware lines in this regard.

In considering this situation there is a tendency to bring in many side issues which only becloud the chief issue. Eliminating these, however, it is found that there are certain fundamental principles responsible for the present condition and with these in mind it is a little easier to form an opinion. Mr. F. H. Whitton, of the Steel Company of Canada, Ltd., outlined very concisely and clearly the main factors in the situation at the recent banquet of the Canadian Wholesale Hardware Association (reported elsewhere in this issue), when he said that labor represents about 85 per cent. of present steel prices and that there is little indication of any sudden decline in labor costs, nor is such desired in the best interests of manufacturers. He pointed out that hardware lines were not to be classed as speculative, such as coal, cotton, silk, etc., which have figured prominently in price reductions. He stated definitely that no rapid or severe cuts in steel prices could be expected.

The downward trend of prices in some lines to-day is described as the first movement towards a readjustment to normal business conditions. Undoubtedly the market will find its normal level, but just what that level will be is difficult to say. The advice to buyers to retain confidence and carry on business as usual in face of the present conditions is very sound, and some are carrying out this policy to the utmost at the present time by buying in sufficient quantities to meet the demands of trade.

Evil Propaganda

DURING the war there was a strict censorship of the press of Canada in order to guard against the publication of information which might form the basis of propaganda to be used against our interests. To-day the war is over and the censorship is lifted except insofar as editorial supervision is concerned, yet there is to-day being spread throughout Canada a very sinister influence in the form of information being given through some daily newspapers which gives a wrong perspective to the reader. There has been much talk recently of declining prices, of substantial cuts in prices of certain automobiles and other lines. Many newspaper editors without attempting to analyze the situation or confirm the information play up the reports boldly. Persons reading such reports get the idea that all prices are tumbling and they curtail purchasing. No one needs to be told what will happen in this country if its regular channels of business are to be stagnated by such unfounded information.

This is a time for buyers to have confidence. There is a big field for business in this country and abroad, during the readjustment period to normal conditions. The opinion of those at the head of affairs is that there will be no sudden or severe cuts in prices, with the possible exception of certain speculative lines whose present value is largely inflated. The market will find its normal level, but the downward tendency will be gradual in most lines. As one authority on the subject stated recently: "We knew how to go up and we know how to come down, and we have the ability to do so safely." Let the press do its part to maintain stability and not run to flights of imagination to the detriment of the country's business.

Watch the Markets Closely

NOW is the time, if ever, that the retail trade should watch closely the trend of prices. Daily newspapers have been featuring for some time the prospects of a drop in everything so that the public have got into the habit of thinking that everything is coming down to-morrow or the day after. This naturally curtails their purchases. The daily papers have overlooked entirely the fundamental principle of business—supply and demand. Supply is increasing in a great many cases compared with demand and naturally this tends to an easing off in prices. On the other hand there are cases where supply has not been increasing and higher prices are to be expected. At any rate, no sudden declines can develop for some time.

During the last few years the retail trade have had no difficulty in selling goods. People have come in and bought for future use, so that business has always been good. We are entering a period when the retail trade must exercise its selling ability and show the consumer the exact condition on the various articles. This necessitates a careful study of markets, so that the proper information can be passed on by the retailer to his customer, when the occasion arises.

Would This Solve Tax Problem?

Present System of Taxation Unpopular—Luxury Tax May Be Eliminated in Favor of General Turnover Tax—Small Tax on Turnover Would Spread Out So as to Be Scarcely Noticeable and Would Be Most Popular.

THERE is no doubt that the present system of taxation in Canada, with special regard to the latest regulations collecting both a luxury and turnover tax, is very unpopular. It is our opinion that the luxury tax, always cumbersome and unwieldy, will be eliminated and either some new form adopted or the substitution of a general turnover tax in place of the various existing methods as has been advocated in past issues of Hardware and Metal. A great deal of discussion has taken place on this subject and one of the latest interesting contributions is an article by Charles E. Lord, a member of Galey & Lord, Philadelphia, and a recognized authority on taxation, in "Forbes Magazine," as follows:

We are admonished that with all our getting, we get understanding. Surely, there is no branch of human knowledge in which this is more desirable than in the realm of the theory of taxation.

In a country where politicians seek to do the thinking for the people, it has been considered easy to convince the average citizen that the rich can be taxed and that the poor can escape the burden of sustaining the Government.

Newspapers of a certain class in commenting upon the annual reports of large industrial corporations, draw attention to the large dividends and raise the cry of extortionate profits.

The United States Steel Corporation, for example, in 1918, paid a Federal tax of $274,000,000. What is the sequel to this story? We find that, in 1919, the same organization paid only $52,000,000, which means that there was a loss of revenue of $222,000,000 from that source, which can only be partly accounted for by a difference in the rate of taxation.

The amateur analyst deduces that because the profits of a large corporation, such as the American Woolen Company, seem huge in 1919, that, therefore, they will continue to follow along at the same rate. The president of that company asserted recently that for every 75 cents in profit, the Government taxes were $1.50. Who is paying the tax? One journal raises the question: 'Are we paying taxes on profits in this country?'

Every business man, although he may not make high pretentions as a schooled-economist, realizes that our present system of taxation does not provide for a tax which rests where it falls. The burden is easily shifted from one shoulder to another, and in the last analysis it is the consumer who pays.

Amount of Tax Indefinite

The manufacturer, under the present system of taxation, is always choosing between two horns of a dilemma. It is certain that he cannot escape Federal taxation. He must think far in advance, as every business man must, and be able to predict, with tolerable certainty, that he will have the money wherewith to pay his obligations to his government.

There is no system of calculating, exactly, what he must pay. The manufacturer or merchant knows, months ahead, what his rent will be; what he will have to spend for labor (provided the unions keep faith with him); and what he shall charge off against depreciation and various factors incident to doing business.

When it comes to his relations with the Government, he must consider that he has to pay an indeterminate and indefinite tax, for the chances of the commercial world are such that no one can predict what his profits will be. If he has not sufficient vision or acumen to make enough profits to absorb his taxes and leave his net at least as great as before, he gives a very poor account of his stewardship to those interested with him. If he charges more than enough to provide for a fair profit, as well as for the payment of a heavy tax, he finds himself called a "profiteer."

Let us consider the case of a merchant who has been making a profit of $100,000 a year. He suddenly finds that he is to be taxed more than $30,000 upon it. In order to keep up his average income, he seeks to gain a larger percentage of profit than he has heretofore made. In other words, he aims to make a profit of, say $1.60, where he has been obtaining only $1, so that he may meet the accumulating surtaxes on the larger amount, and, at the same time, secure his normal profit. When he has made this allowance, he passes his products to the wholesaler or jobber and they to the retailer, all of whom repeat the process.

A government expert has estimated that merchandise is thus loaded with at least 25 per cent. increase in prices. Considering the advanced cost of many commodities and of the necessities of life, this is probably a conservative estimate.

Under the present system of taxation, therefore, there is a tendency on the part of corporations and of manufacturers to make moderately sure that they will not have to pay any excess profits tax to the detriment of their customary net profit. Some of them have also indulged in an orgy of spending. They have made extravagant expenditures in the conduct of their business, and these large sums also are saddled, eventually, upon the consumer.

Profits which are here to-day and there to-morrow, profits which may be juggled out of existence, are not things upon which one may base a sound and equitable system of taxation. Even assuming that human nature is always honest and upright, there are too many chances in the commercial world which will convert the profit of one year into the dead-loss of the next.

It is on this account that there has arisen in this country a strong sentiment in favor of a system of taxation which will have none of the undesirable features of the present method. The plan here suggested rests upon a foundation which has endured for all time, the buying and selling of commodities. Theories of taxation may come and go, but trade has existed since the day of Nineveh and Tyre.

A tax levied upon what a man spends rather than on what he saves offers the ideal solution to a vexed problem. If he spends little, his tax will be small. If he is able to pay large sums to maintain himself in accordance with a higher standard of living, he is the more able to support the institutions of his country. A tax on sales, say, of 1 per cent., which, considering the different hands through which merchandise passes, might be counted as at the maximum of a 3 per cent. tax, should meet all the requirements. Surely, a load of even 3 per cent., since the tax is paid by the ultimate consumer, is much easier to bear than the present one of 25 per cent. which represents a very conservative calculation.

William B. Colver, of the Federal Trade Commission, said recently in addressing the National Convention of the Wholesale Grocers' Association, that the crux of all prices was in the excess profits tax. This certainly holds good with regard to food of all classes, and many of us have demonstrated again and again that it also applies to shoes, apparel and all the necessities, comforts and even the luxuries of life.

The laboring man and the farmer is no longer to be deluded by the special pleader who would make it appear

Continued on page 60

News of Western Canada

People Can Best be Served Only Through Medium of Retail Merchant

Provincial Board of Manitoba Retail Merchants' Association Meet in Winnipeg—Matters Dealt with in the Interest of the Retailer—Resolutions Passed.

By Staff Correspondent Hardware and Metal.

A. G. BOX, of Pierson, Manitoba, president of the Manitoba branch of the Retail Merchants' Association, in presenting his report at the annual meeting of the provincial board in Winnipeg recently, referred to many questions of importance to the retail trade. The problems of merchandising, he said, had multiplied since the war. Present day institutions are the subject of criticism, analysis and examination. The world is searching for better methods in government, education, business, religion, better working and living conditions. As merchants we must do our part in assisting the public in getting at the basic facts in present day social and economic problems. We must be prepared as opportunities present themselves to show how the people can be served more advantageously through retail merchants than by any other method. The retail merchant has been singled out as the cause of the present high cost of living. The Board of Commerce, however, has made the statement that outside of a few rare exceptions, in all their examinations, there was no evidence of unfair profits (or profiteering) among retail merchants.

To-day we must organize as we never organized before. We can admire the progress made by farmers and labor through their organizations and the departments established by the Government. It is our duty to follow their lead and have a department for the retail trade of Canada within the department of Trades and Commerce at Ottawa, which shall be for the information, improvement and benefit, not only of retailers, but in the best interests of the people of Canada. The Government should recognize the importance of the retail trade of Canada and institute activities, which will improve the service in whatever ways are possible.

Secretary's Remarks

Referring to the action of the advisory committee on commercial education of the University of Manitoba, in conducting evening classes in commercial subjects during the fall and winter months, the secretary of the retail merchants, J. H. Curle, expressed approval, also drawing attention to the fact that extension work in merchandising has been established at the university in the form of short courses. As a part of the plan for the development of the department of business organization and research at the university, competent men will be placed in the field to analyze business methods, obtain information through interviews with business men and their employees, with a view to organizing classes in these subjects, which the demand suggests. Negotiations have been commenced to have the public schools undertake some instruction in merchandising. A good deal of the present day suspicion and distrust aimed against the retail trade has its foundation in ignorance of the principles of merchandising. The boy and girl do not know the meaning of cost.

The manner in which certain examinations and inquiries were conducted by the Board of Commerce revealed the fact that only qualified, experienced business men should have been called upon to examine, judge or control the affairs or activities of retail merchants. Through the Dominion officers of the association it was recommended to the Government that qualified, experienced business men be appointed on the Board of Commerce, as that body was expected to make decisions which could only be made satisfactorily by men who were capable, qualified, trained and experienced business men.

During the year the Retail Merchants Association was instrumental in securing legislation in regard to a number of resolutions passed at the last annual meeting. Among them was one in regard to half-holidays, also one in regard to the resolution on licenses respecting goods manufactured in Manitoba.

Some Resolutions Passed

A resolution asking that instead of placing the collection of the luxury tax on the retail trade that it be collected at the source of supply, namely, from the manufacturer and the importer, and in the same manner as all systems of taxations are absorbed, was unanimously carried.

Other resolutions passed were:

That whereas the Inland Revenue Department, ruling No. 3 B, dated Sept. 8, 1920, is asking retail merchants to wait for refunds until the end of each quarterly accounting period when vouchers would then be passed, it be strongly urged on the Government to change this ruling so as to permit merchants to make refunds to customers at the time of the return or exchange of goods.

That this meeting recommend to the executive that the fees be as follows: $15, $25, $35 and $50, and optional above that amount.

That your executive take such steps to have a department of community organization and development established under the direction of the Department of Education, so that the clubs so formed will be able to take advantage of the services of the various departments of the Provincial Government.

Whereas the Tax Commission appointed by the City of Winnipeg, and the Tax Commission appointed by the Province of Manitoba both recommend that the present system of collecting the business tax should be changed, in view of the inequalities which exist, it was resolved that the executive take this matter up with the Provincial Government with a view to having the recommendations of the commissions put into effect.

That this meeting endorse the action of the Winnipeg Board of Trade in deciding to appeal the question of freight rates.

Trimming the Fall Hunting Window

A good fall hunting window makes an attractive display at this time of the year, in those sections where hunting or shooting of any kind is a popular sport. This may embrace the hunting of game, trapshooting, etc. The above shows a window trimmed by A. Cole for the N. B. Vickers' Hardware of Drumheller, Alta. The store is very proud of its windows and local townspeople have come to take almost as keen an interest in what "Vickers' are showing to-day" as the management. One of the store salesmen, who has ability for such work, is absolutely responsible for keeping interest alive insofar as the windows are concerned.

In this window it will be noted game is shown through a background of evergreen branches to give the whole a realistic atmosphere. On shelves and on the floor of the display are arranged boxes of ammunition. Rifles, hunting garments, flashlights, thermos bottles, etc., are other lines which can be shown to advantage in such a display. It will be noted that window cards have also been made use of.

Mr. Vickers is a pioneer of the Drumheller district, having opened his store in 1911, at which time the railway tracks were first being laid to the town. A small stock of hardware, along with general lines, was at first stocked. Later he built a garage, which to-day is the largest in the town. He does a good auto accessory business at both the store and the garage. He believes Drumheller is in for big developments in the future and is proud of the fact that he is in on the ground floor with such a thriving business.

Western Notes

Swift Current, Sask.—Mr. and Mrs. W. R. Mitchell recently arrived here from Regina. Mr. Mitchell is local representative for Wood Vallance, Ltd., Winnipeg.

* * *

Winnipeg.—W. V. Goodwin, known as the "Electrical merchandizing wizard," is paying a visit to Winnipeg and will address a convention in the Royal Alexandria Hotel on October 14 and 15.

Mr. Goodwin is touring the country on a "co-operative" mission.

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Calgary.—Nitroglycerin was used successfully by safe crackers to blow open the safe in the office of the Canadian Oil Company, Ninth Ave. and Tenth St. West. Two hundred and fifty dollars in cash and a package of Victory bonds, belonging to one of the company's travellers, worth $400, were secured, and a note was left containing two words, "Thanks, Submarine."

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Darmody, Sask.—The village of Darmody was seriously damaged by fire when the hardware store of Brown Bros. and an adjoining building were destroyed. The damage was estimated at $13,000.

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Fire at Grassy Lake Does $60,000 Damage

Grassy Lake, Alta.—Fire originating from an unknown cause wiped out the greater portion of the business section of this town last week. Swept by a strong southwest wind, all buildings between Watson's brick store on the west, and Larson's brick hardware building on the east, were destroyed by the flames in a short time. The loss is estimated to be between $50,000 and $60,000. The insurance, it is said, will not cover half of this amount.

* * *

British Columbia Steel Industry

Vancouver.—Establishment of an iron and steel industry in British Columbia can be expected shortly. The investigation committee sent to Chicago by the Provincial Government to report on the success of electrical furnaces there has returned and reported favorably. It is the intention first to advocate establishing an electric scrap mill in British Columbia to handle the large quantity of scrap iron and steel that is now sent every month to Seattle mills.

Events in the Trade

Business Changes

Exeter, Ont.—Hugh Spackman, hardware merchant, has sold his business to B. W. F. Beavers.

New Firms

Richmond Hill, Ont.—C. N. Cooper has opened a new hardware store here.

Personal

Toronto.—J. A. Henderson, Brampton, Ont., and J. Henry, of J. Henry & Sons, Orono, Ont., were among the visitors to Kennedy Hardware last week.

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Toronto.—The following were among the visitors to H. S. Howland Sons & Co., Ltd., last week. R. Blain, Brampton; T. A. Binns, Newmarket; J. W. Perkin, Unionville; Aurora Hardware Co., Aurora; J. D. Rowland, Mount Albert; W. J. Simpson Strand, representative of Macdonald & Son, King; H. Spofford, Elmira; representative of Hood Bros., Duttonville; J. W. Stone, Bond Head; E. B. Brown, Victoria Square.

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Montreal.—C. W. Monk, general sales manager, Canadian Explosives, Limited, Montreal, accompanied by W. Brainerd, vice-president, has returned from a tour of inspection of Western branches of the company, including Vancouver.

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Montague, Que.—Charles Thompson, of Poole & Thompson, was married a few days ago and is spending part of his honeymoon in Montreal.

* * *

Lower Montague, Que.—George Poole, of this town, has returned from Montreal, where he has been for the past six weeks. While there Mr. Poole underwent an operation at the Montreal General Hospital and is feeling quite recovered from the effects of this, since leaving the institution.

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Montreal. — Col. Robert Starke, of Starke Seybold, Limited, left on Friday to attend the hardware convention at Atlantic City.

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Montreal. — Walter H. Cottingham, president of the Sherwin-Williams Company of Canada, Ltd., spent a few days in Montreal.

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Montreal.—S. F. Wood, general manager, the Hobbs Manufacturing Co., Ltd., was in Montreal for a few days visiting the company's branch here.

Montreal.—Harry M. Patterson, president, the Stratford Brass Company, Ltd., Stratford, Ont., was in Montreal for a few days this week.

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Montreal.—T. R. Coates, sales department, Henry Disston & Sons, Ltd., Toronto, called on the Montreal trade this week. W. W. Plankinton, of Luther Grinder Manufacturing Company, Milwaukee, was a Montreal visitor during the week. Mr. Mason, of the Dolphin Chemical Company, Ltd., Chicago, was in Montreal this week.

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Montreal.—Th. de Schryder, general manager and director of C. H. de Schryder, Limited, Auckland, New Zealand, was a caller at the Montreal office of Hardware and Metal last week. Mr. de Schryder is on his way home after an extensive visit to Canadian centres and is returning by way of New York.

Baseball Scores Attract The Crowd

St. John, N.B.—W. H. Thorne & Co., Ltd., hardware, adopted the novel scheme of showing the baseball scores of the world series between Brooklyn and Cleveland each day of the games. A large crowd was attracted. (A picture showing the crowds will be shown in next issue of Hardware and Metal.)

Hardware Stores Feature Flashlights, Etc., During "Safety Week"

The past week has been known as Safety Week throughout the country and it is to be an annual event having for its object the prevention, as far as possible, of accidents. It is realized that the number of deaths from accident in Canada are assuming large proportions and some such concerted action is necessary. Some Toronto hardware dealers took advantage of the occasion to use a window trim of flashlights and such lines which play a part in avoiding accident as part of their usefulness.

British Firm to Erect Match Factory in Quebec

Montreal.—With the intention of considering the erection of a match factory in the province of Quebec, Sir Alexander H. Maguire and Mr. D. P. Maguire, of London, England, have returned to Montreal after a trip to England in connection with the enterprise. They are accompanied by Mr. S. Bylander, consulting engineer for Maguire, Paterson & Palmer, Ltd., who control a number of match manufacturing establishments in England. Mr. Bylander has had to do with some important building construction in this country. His services are to be engaged, in an advisory capacity, in relation to the carrying out of the company's enterprise in Quebec, arrangements for which Sir Alexander is now here to complete.

Adams and Vandusen Moving Into New Building

Picton.—Adams and Vandusen, a well-known local hardware firm, are moving into their new store which has just been completed.

The building consists of two stories and a basement and is a cement block structure.

The main floor will be used as a salesroom and office, with a workroom at the rear.

The second storey will be used for showroom purposes, displaying a list of stoves, ranges, etc.

Plan Big Industry for Quebec Province

Montreal.—It is reported that Lord Burnham and Lord Desborough, who came to Canada to attend the congress of the Chambers of Commerce in Toronto, have a great industrial project in view.

The project elaborated comprises the creation of a great steel works at Chicoutimi and at Quebec, which will become great steel manufacturing centres; the construction of a railway from Hudson's Bay to Seven Islands and the establishment of pulp and paper mills at Seven Islands and at all places along the new line where water power is available.

Broom Activity Restricted

Montreal.—The situation on broom corn is more favorable than it was a few months ago and demand has lessened considerably. Prices have also eased off somewhat and it is doubtful whether there will be any further advances as prices have become very high and are much above normal. Stocks available of various grades at the present time are reported to be much more abundant than for a long time past. The same conditions apply with regard to whisk brooms.

Addition for K. & S. Plant

Toronto.—A permit has been granted the K. & S. Tire and Rubber Co. to make an addition to their factory at a cost of approximately $5,500.

To Make Pliers, Saw Sets, Chisels, Etc., in Canada

St. Catharines, Ont.—The Walton-Carlson Co., Ltd., St. Catharines, Ont., which was incorporated Feb. 15th, has built a new factory on a three-acre plot on Woodburn Ave., installed board drop and trip hammers, presses and all necessary machinery for manufacturing a line of high-grade tools.

These lines will comprise engineers' D.H. and "S" wrenches, cold chisels and punches, auto pliers and lever saw sets. Most of these tools will be on the market within the next few weeks and new lines will be added from time to time.

This company will be represented in the West by Bissett & Webb, Limited, while John R. Anderson, of Montreal, will take care of their interests from Montreal to Newfoundland. The Ontario jobber will be looked after by the St. Catharines office.

Coleman Company Make Lanterns and Lamps in Canada

The Coleman Lamp Company, manufacturers and wholesalers of gasoline and kerosene table lamps and lanterns, have established a branch factory and office in the city of Toronto, to manufacture and distribute their products throughout the Dominion of Canada.

W. C. Coleman, president of the company, and inventor of the "Quick-Lite" device, who has put out all these goods, has been in Toronto and established the company, and they have erected a factory at Queen and Davies Streets. E. D. Ranck, secretary and treasurer, formerly of Johannesburg, South Africa, who comes from the Coleman office in Wichita, has charge of the Toronto office and sales. H. H. Minard, vice-president, formerly of Calgary, Alta., coming here from the Wichita factory, will be in charge of the manufacturing of the products of the company.

The parent company and American factory of the Coleman Lamp Company, Ltd., is located at Wichita, Kansas. It has branches in Toledo, Chicago, Dallas, Los Angeles and Atlanta.

Ordered to Stop Using Electric Heaters

St. Thomas.—The local Hydro-electric Commission has issued an order prohibiting the use of all types of electrical heating apparatus in the city until further notice. The acute power shortage in the city, coupled with the demands for energy made by the Canadian Edison Phonographs, Limited, the new industry, has necessitated this action.

The citizens of St. Catharines have also been asked to do this on account of insufficient power for street lighting.

Exports of Structural Iron and Steel from U.S. to Canada

During August, 1920, there were 11,904 tons of structural iron and steel exported from United States to Canada valued at $692,698 being much more than to any other country in the world.

Fire at New Glasgow, N.S.

New Glasgow, N.S.—Fire broke out in a shack at the plant of the Nova Scotia Steel & Coal Co. in Trenton, N.S. Several barrels of varnish were stored in the shack, and when these caught, the fire was spectacular, the flames shooting high in the air. The Trenton firemen were promptly on the scene, and soon extinguished the blaze. No persons were hurt, and the loss is comparatively small.

Great Britain's Exports to Canada of Pig Lead

Great Britain during the month of August exported 80 tons of pig lead to Canada; during July, 40 tons, and during June, 228 tons.

Imports from Canada of refined and G. O. B. spelter in August amounted to 103 tons; in July to 125 tons, and in June to 50 tons.

Canada Continues to Be Best Customer of U.S. in Sporting Goods

Canada again, as for the eight months past, is the leading customer of United States in the purchase of sporting and athletic goods, measured by the dollar value, receiving such goods to the value of $63,251, being more than double the value received by any other country.

In loaded cartridges, also there were exported from United States to Canada more than to any other country, Canada having purchased $128,787 worth.

As to revolvers and pistols Canada was fifth having received $6,441 worth.

Canada again was the leading customer as to rifles and shotguns, having imported from United States in the month of July rifles and shotguns to the value of $75,755.

Customs Dept. Confirms Value for Duty

Details of the new regulations of the Inland Revenue Department providing that the rate of duty is to be calculated on the estimated gold value of goods imported were outlined in the October 2 issue of Hardware and Metal. Advice was received from a Pacific Coast point that the local customs official had no such instructions and that what advice he did have was that the basis of value for duty was the part value.

The Customs Department supported the statement made in Hardware and Metal and give as authority Appraisers' Bulletin No. 2213, which says: "This regulation applies to all countries having a standard currency and parties exporting goods from such countries to Canada should show in the value column for home consumption the value of the goods in the standard currency of the country, that is, gold sovereigns for Britain, gold francs for France, etc. The standard currency is the basic value on which duty will be levied."

To Make Power Supply Suffice

London, Ont..—In order to make the supply of Hydro go around the coming winter, General Manager Buchanan of the Public Utilities Commission is working on a plan of the Ontario Hydro-Electric Commission to penalize those who use more than a certain amount of electricity. The scheme is to be submitted to the commission at its next meeting for ratification.

Hydro to Check Use of Heaters in Toronto

Toronto.—"There has been a great rush to get heaters during the last twelve months. Some time ago the local Hydro stores were asked to discontinue selling heaters. As many as 100,000 electric heaters are being used by the power consumers taking power from Niagara Falls. That means the use of from fifty to one hundred thousand horse-power," says Sir Adam Beck.

Fuel Oil Supply Increased

Montreal.—The fuel oil situation, compared with that of several weeks ago, is greatly improved. Supplies have come to hand freely of late, and this has had the effect of increasing the surplus and prices have slumped very considerably. It is understood that those using the commodity extensively as a means of power have, in some cases, been oversupplied with the product, so that there is not the outlet at present that there formerly was. Prices are now around 17 to 17¼ cents per gallon and this is a sheer drop of 5 to 7 cents within a short time. As transportation improves the situation, both as to price and supply, should be easier.

Returns of Inland Revenue and Customs for September

Ottawa.—There was a net increase of $7,218,367.99 in the Inland Revenue returns for the month of September, according to the statement for the month issued from the office of the deputy minister of the department.

The total inland revenue collected for the month was $11,921,287.57, a gross increase of $7,455,481.75 over the revenue for the corresponding month of 1919. The chief increase came from war tax, which brought in $8,709,416.21, an increase of $7,455,298.25 over the war tax returns for the month of September, 1919.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

SHINGLE MILLS

Dennis Myatt, Grand Desert, Halifax Co., N.S.—Can you give me names of cedar shingle mills in New Brunswick?

Answer.—The following are shingle manufacturers in this province:

Babbitt Lumber Co., Devon, N.B.
Bathurst Lumber Co., Bathurst, N.B.
Geo. Burchill & Sons, Nelson, N.B.
The Dalhousie Lumber Co., Ltd., Dalhousie, N.B.
The Fraser Companies, Ltd., Plaster Rock, N.B.
Gloucester Lumbering & Trading Co., Ltd., Bathurst, N.B.
Lea Paul Co., Ltd., Moncton, N.B.
Louison Lumber Co., Ltd., Jacquet River, N.B.
Murray & Gregory, Ltd., St. John, N.B.
River Valley Lumber Co., Ltd., Oromocto, N.B.
F. E. Sayre & Co., Ltd., St. John, N.B.
Shives Lumber Co., Ltd., Campbellton, N.B.
The J. H. Snowball Co., Ltd., Chatham, N.B.
Stetson Cutler Co., St. John, N.B.
York & Sunbury Milling Co., Devon, N.B.

MALLEABLE CARRIAGE CASTINGS

Stewart & Armour, Woodstock, N.B.—Can you put us in touch with factories making malleable carriage castings?

Answer:—

The Galt Malleable Iron Co., Ltd., Galt, Ont.
Hartley Foundry Co., Brantford, Ont.
Kyles Malleable Castings Co., Ltd., Merrickville, Ont.
Mount Royal Foundry Co., Ltd., Montreal, Que.
McKinnon Dash Co., Ltd., St. Catharines, Ont.
The C. Norsworthy Co., Ltd., St. Thomas, Ont.
The Ontario Malleable Iron Co., Ltd., Oshawa, Ont.
Pratt & Letchford, Ltd., Brantford, Ont.
Pouleau, Ltd., Mont-Joli, St. Flavie Station, Que.
P. E. Shantz, Preston, Ont.
Smiths Falls Malleable Castings Co., Ltd., Smiths Falls, Ont.

WALKER HOT BLAST HEATER

W. C. Auld, Youngstown, Alberta.—Kindly say who makes the Walker Hot Blast No. 114.

Answer.—The Hall, Zryd Foundry Co., Ltd., Hespeler, Ont., have taken over the stoves formerly made by the Walker Steel Range Co.

GLAZIERS POINTS DRIVER

Kent, Garvin & Co., Ltd., Hamilton, Ont.—Kindly advise us of makers of machines for driving glaziers points.

Answer.—Hubbard & McClary, Windsor, Vt., U.S.A., are makers of a machine to drive glaziers points and it can be procured in two sizes from A. Ramsey & Son Co., Ltd., 48 Colborne St., Toronto.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

DURO ALUMINUM WARE

W. D. Shambrook & Co., Hamilton, Ont., have just published a folder of the "Duro" line of aluminum ware made by this firm. The folder shows sixty items, comprising over twenty different articles of aluminum kitchen ware. The list has been carefully selected and it can safely be said that they are all popular sellers, and with the constantly increasing demand for this ware no dealer who handles cooking utensils can afford to be without a stock of aluminum ware. Every piece of "Duro" ware is guaranteed by the makers. The makers of "Duro" ware state that they will be pleased to mail a copy of the folder to all who are interested.

ENTERPRISE "BLAZER" PIPELESS FURNACE

The Enterprise Foundry Co., Ltd., Sackville, N.B., have issued a booklet describing their new "Blazer" pipeless furnace. The various advantages of this principle of pipeless heating are fully pointed out and the theory and the processes of hot air circulation are thoroughly and yet simply illustrated with cuts and diagrams.

This furnace is made in three sizes, with 18, 20, and 23 inch fire pots.

The makers claim that the furnace has been thoroughly tested out under all sorts of conditions and with the air-tight construction this furnace will heat a house with the same or less fuel than stoves require to heat a few rooms.

It is stated that the "Blazer" can be easily installed in a short time and with a minimum of trouble or mess.

The trade and all interested in heating problems are invited to write for a copy.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2067. **Wire.**—An established firm of manufacturers' representatives in Barbados wish to secure a Canadian agency for barbed and mesh wire.

2068. **Brushes.**—Firm of Scotch importers desire to get into touch with Canadian manufacturers of brushes of all kinds.

2069. **Washboards.**—Importers in Edinburgh are required to get into touch with manufacturers of washboards.

2074. **Tin and terne plate.**—A firm of commission agents in Trinidad wish to get in touch with Canadian suppliers of tin and terne plate.

2075. **Hardware.**—A firm of manufacturers' agents with head office at Trinidad and newly established branch at Barbados wish to get in touch with a firm supplying ironmongery, hardware, nails, etc. Firm cover West Indies.

2076. **Wire nails.**—A firm of manufacturers' representatives in Barbados wish to secure a Canadian agency for wire nails.

2077. **Refrigerators.**—A firm of commission agents in good standing wish to obtain an agency for refrigerators suitable for small households. Territory, Barbados, Trinidad and Demarara.

2070. **Blue flame stoves.**—A firm of reliable agents in Barbados having other Canadian connections would like to obtain an agency for blue flame stoves.

2084. **Manufactured rubber goods.**—A firm of commission agents in Trinidad with good references wish to secure a Canadian agency for manufactured rubber goods of all kinds.

2079. **Woodenware, hardware, etc.** — Newly-formed trading corporation in south of Ireland is interested in hearing from Canadian manufacturers who desire direct representation in the following lines, particularly: woodenware, timber, enamelware.

GUESTS AT WHOLESALE HARDWARE BANQUET

Continued from page 38

Toronto, Ont.; H. T. Diplock, Steel Co. of Canada Ltd., Montreal, Que.; A. Donald, Canada Wire & Iron Goods Co., Hamilton, Ont.; J. W. Dowling, Caverhill, Learmont & Co., Montreal, Que.; L. Drake, Canada Axe & Harvest Tool Co., Montreal, Que.; G. M. Dunk, Dominion Cartridge Co., Toronto, Ont.

W. L. Edmonds, 127 Balsam Ave., Toronto, Ont.; A. F. Enlow, Dominion Sheet Metal Co., Hamilton, Ont.

E. B. Fielding, Parmenter & Bullock, Toronto, Ont.; T. P. Flanagan, Gillette Safety Razor Co., Montreal, Que.; D. H. Foster, H. S. Howland Sons & Co., Toronto, Ont.

A. E. Gilverson, Rice Lewis & Son, Ltd., Toronto, Ont.; W. H. Ginder, Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.; J. C. Gibson, Oneida Community Co., Ltd., Windsor, Ont.; A. Monroe Grier, K.C., Toronto, Ont.; D. F. Griffith, B. Greening Wire Co., Hamilton, Ont.; John Grieve, Dominion Paint Works, Montreal, Que.

Fred Hatch, Martin Mfg. Co., Whitby, Ont.; A. F. Hatch, Canada Steel Goods Co., Hamilton, Ont.; D. E. Hamilton, Simonds Canada Saw Co., Montreal, Que.; J. Hardy, James Hardy & Son, Toronto, Ont.; A. H. Hough, Canadian Tube & Iron Co., Ltd., Montreal, Que.; J. A. Hossack, The Lufkin Rule Co., Windsor, Ont.; G. Hood, Steel Co. of Canada, Ltd., Toronto, Ont.; H. P. Hubbard, Atkin Saw Co., Hamilton, Ont.

M. A. Irwin, McClary Mfg. Co., Toronto, Ont.

F. S. Jackson, Miller Lock Co., Philadelphia, Pa.; A. Jeanotte, L. H. Hebert Co., Montreal, Que.; J. E. Jones, Dunlop Tire & Rubber Goods Co., Toronto, Ont.; T. Jordan, A. Leslie & Co., Montreal, Que.

S. R. Kennedy and P. O. King, Kennedy Hardware Co., Toronto, Ont; C. G. Knott, Steel Co. of Canada Ltd., Toronto, Ont.

W. J. Lawson, Rice Lewis & Son, Toronto, Ont.; W. H. Lamont, H. S. Howland & Sons Co., Ltd., Toronto, Ont.; W. J. Lind, Ind. Cordage Co., Ltd., Toronto, Ont.

W. F. Macpherson, Ontario Retail Hardware & Stove Dealers' Association, Prescott, Ont.; J. Maxwell, Maxwells Ltd., St. Marys, Ont.; T. Moore, Steel Co. of Canada Ltd., Hamilton, Ont.

G. L. McCrea, Goodyear Tire & Rubber Co., Ltd., Toronto, Ont.; W. G. McCutcheon, Caverhill Learmont & Co., Montreal, Que.; A. W. McDougall, Wood, Alexander & James, Hamilton, Ont.; C. McGhie, Welland Vale Mfg. Co., St. Catharines, Ont.; L. McGlashan, McGlashan Clark Co., Niagara Falls, Ont.; D. O. McKinnon, Candian Hardware Journal, Toronto, Ont.; R. H. McMaster, Steel Co. of Canada Ltd., Montreal, Que.; J. W. McMillan, Rice Lewis & Son, Ltd., Toronto, Ont.

J. C. Notman, McKinnon Dash Co., St. Cathines, Ont.

A. Oliver, R. McDougal Co., Galt, Ont.

B. Peck, Peck Rolling Mills, Ltd., Montreal, Que.; D. Potter, Consumers' Cordage Co., Toronto, Ont.; H. Prudhomme, A. Prudhomme & Fils, Montreal, Que.

S. Rae, D. H. Howden & Co., London, Ont.; H. Rooke, Page-Hersey Tubes Ltd., Toronto, Ont.; W. A. Rowland, Steel Co. of Canada Ltd., Toronto, Ont.

John Stevely, Colombia Handle Co., London, Ont.; W. J. Scott, Gutta Percha Rubber Co., Toronto, Ont.; J. A. Scythes, Scythes Co., Ltd., Toronto, Ont.; H. L. Southall, Hardware and Metal, Toronto, Ont.; G. Spence, Steel Co of Canada Ltd., Hamilton, Ont.; R. Starke, Starke Seybold Ltd., Montreal, Que.

Adam Taylor, Taylor-Forbes Co., Guelph, Ont.; A. L. Telfer, J. H. Hanson Co., Montreal, Que.; W. J. Thompson, Caverhill, Learmont & Co., Toronto, Ont.; E. M. Thurber, Nicholson File Co., Port Hope, Ont.

L. N. Vanstone, Wallace Brass Co., Toronto, Ont.

H. G. Wright, E. T. Wright & Co., Ltd., Hamilton, Ont.; J. H. Webber, Steel Co. of Canada Ltd., Toronto, Ont.; F. H. Whitton, Steel Co. of Canada Ltd., Hamilton, Ont.; C. A. Whitwam, Hobbs Hardware Co., London, Ont.; T. B. Williamson, H. S. Howland Sons, Ltd., Toronto, Ont.; Major C. Wright, E. T. Wright & Co., Hamilton, Ont.; W. Wrigley, 91 Constance St., Toronto, Ont.; C. A. Watt, D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

W. R. Yendall, Richards-Wilcox Canadian Co., London, Ont.; M. P. Yeates, National Machinery & Supply Co., Hamilton, Ont.

J. F. Zimmerman, Whites Ltd., Collingwood, Ont.

Twenty Years Ago

Items of interest reprinted from the Hardware and Metal files of twenty years ago.

The following items are taken from Hardware and Metal of October 20, 1900:

"Young and Paulen, hardware dealers, Wingham, Ont., have sold out.

* * *

R. W. Ross & Co., hardware dealers, Prescott, Ont., have been burned out.

* * *

D. McGill, hardware dealer, Springfield, Ont., has sold out to Angus Moore.

* * *

Henry Filsinger, stove and tinware dealer, Goderich, has sold out to Lee and Shepherd.

* * *

W. S. Fisher, of Emmerson & Fisher, St. John, N.B., was a visitor in Toronto this week.

* * *

Kerr & Foss, hardware and crockery dealers, Sherbrooke, Que., have registered partnership.

* * *

Mistele Bros. & Co., Rodney, Ont., have moved into their new store and are being congratulated on its striking appearance.

* * *

A movement is on foot for the affiliation of the Montreal Manufacturers' Association with the Canadian Manufacturers' Association.

* * *

The second annual meeting of the Thos. Davidson Mfg. Co. Employees' Benefit Society was held the other evening, with J. Williams presiding.

* * *

The mining companies have acceded to the coal strikers' demands and resumption of work will take place in a few weeks. Retail price in Toronto is now $6.50 per ton.

* * *

A conference was held in Montreal Tuesday by men representing the two organizations. The Canadian Manufacturers' Association was represented by P. W. Ellis, president; T. A. Russell, secretary, and Lieut.-Col. J. B. Maclean. The representatives of the Montreal Association were: W. McMaster, John Macfarlane, Frank Paul, Col. Burland, Edward McDougall, George Sadler, C. C. Ballantyne. Although the Montreal organization has yet to pronounce upon the matter, affiliation is practically assured as the committee which represented that body will report in favor of it. Every province in the Dominion, except Prince Edward Island is now represented in the C. M. A.

"Walk Humbly"

THE last suggestion contest held by the National Cash Register Company was marked by the giving of 1,178 prizes. The suggestion contest prize distribution was held in an open air theatre built for the occasion. There were comfortable seats for everyone. A large motion picture screen was erected on the stage.

The origin and plan followed in these suggestion contests held by the N.C.R. have often been discussed by business men and the statement made by President Patterson in connection with this last contest is therefore interesting. After welcoming the guests to his home the president praised the splendid work done by the prize winners and thanked them for their interest in the progress of the company. This was followed by the interesting account of how the suggestion system was started.

"I heard a minister preach a sermon, using the text "Do justly, love mercy, walk humbly," said Mr. Patterson. "I asked him what I should do to walk humbly. He replied, 'First tell me what is your greatest trouble.' My answer was, 'Getting the people at the factory to co-operate with me in improving conditions.'

"The minister then told me I should walk humbly and ask the people to help me. He pointed out that 3,000 brains, 6,000 eyes and 6,000 ears were much better than one brain, two eyes and two ears in finding things that were wrong and ways to make them better.

"I followed this advice and offered prizes to the employees for criticisms and suggestions. I asked for their advice. This was the beginning of our suggestion system. Tonight we have the largest number of prize winners in the history of the company. It is impossible to estimate the good done by this plan. It has helped all of us. We have decided to increase the amount of money to be paid for suggestions in the present contest which ends December 31. Instead of $6,000 we will pay $10,000 for good suggestions. We want to get more and better ideas from our people."

Here is a splendid idea for business men in all walks of life to follow.

Waiting to Hear from Judge Gary

WALL STREET looks forward to Judge Gary's speech before the American Iron and Steel Institute on October 22 at the Hotel Commodore for a cue as to the true situation in the steel industry. Judge Gary has reiterated his declaration to give no hint of his views before making that speech. Charles M. Schwab, at his country home in Loretto, Pa., declared that the steel industry was in a good, healthy state. "The conditions which make necessary a reduction in prices in certain lines and with certain companies will also tend to lower costs and increase production and will make for stability and normal operations," he declared. "The railroads of the country in normal times and under normal conditions consume about one-third of all the steel produced. Railroads during the past five years have ordered nothing like their usual amount and this deficiency of past years will have to be made up, which, added to their usual consumption, will keep the steel business steady and normal. The same conditions apply to building requirements and other lines of trade."

Canadian buyers are leaving the premium steel mills, and prices of these rollers will likely sag in accordance. It is reported that sheets from some of the corporation mills are arriving freely now, and in some cases there are applications for cancellations.

There is nothing to indicate that anything approaching a crash or even a sudden drop is coming in the steel market. There is a lot of business on the books of the mills, especially the corporations'.

It is much better that prices should step down little by little than that there should be a sudden drop. Steel prices, apart from the schedule of the premium mills, have not been high.

We are approaching a stage in the markets where it may be possible to once more do business on the basis of value, taking as a definition of value the following:

"The price arrived at between the least urgent buyer and the least urgent seller."

For years now in many lines of steel, iron and machine tools there have been only a few months when there were any "least urgent buyers." The market has been full of buyers and urgency has been one of their outstanding, rather than absent, qualities.

When we get to the stage, and we are now very close to it, where two or three men present the claims of an article of equal merit, the matter of price is bound to enter into the sale to a greater extent than it has since 1914. There have been years when it can truly be said that price was one of the least considerations. It should never be allowed to dominate the situation, but in the natural course of events it will become a greater factor from now on than it has been for many years and months past.

No More Gas for Hamilton Factories

Hamilton.—All permits for the use of natural gas by manufacturing concerns will be cancelled on October 31, according to official notice served by the Gas Commissioner.

See what Canada's

TORONTO—43 Scott St.

TEL. MAIN {2255 2254

J. T. DONALD & CO.

CHEMICAL ENGINEERS, CONSULTING CHEMISTS.

REPORTS, ANALYSES, ASSAYS, TESTS.
INSPECTION.

313 LAGAUCHETIERE STREET WEST.
CORNER BEAVER HALL

MONTREAL, November 30.1917.

Messrs Brandram-Henderson, Ltd.,
St. Urbain St.,
Montreal.

Dear Sirs:-

We purchased tins of your Brandram-Henderson " English " White Paint in different parts of the city and mixed the same into one sample. We then submitted this composite sample to analysis. We find:-

I. Vehicle 30.90%
Pigment 69.10%

II. The dry pigment gave on analysis:-
White Lead 68.12%
Zinc Oxide 30.90%

III. The Vehicle is found to consist of:-
Linseed Oil, Turpentine and Liquid Dryer.

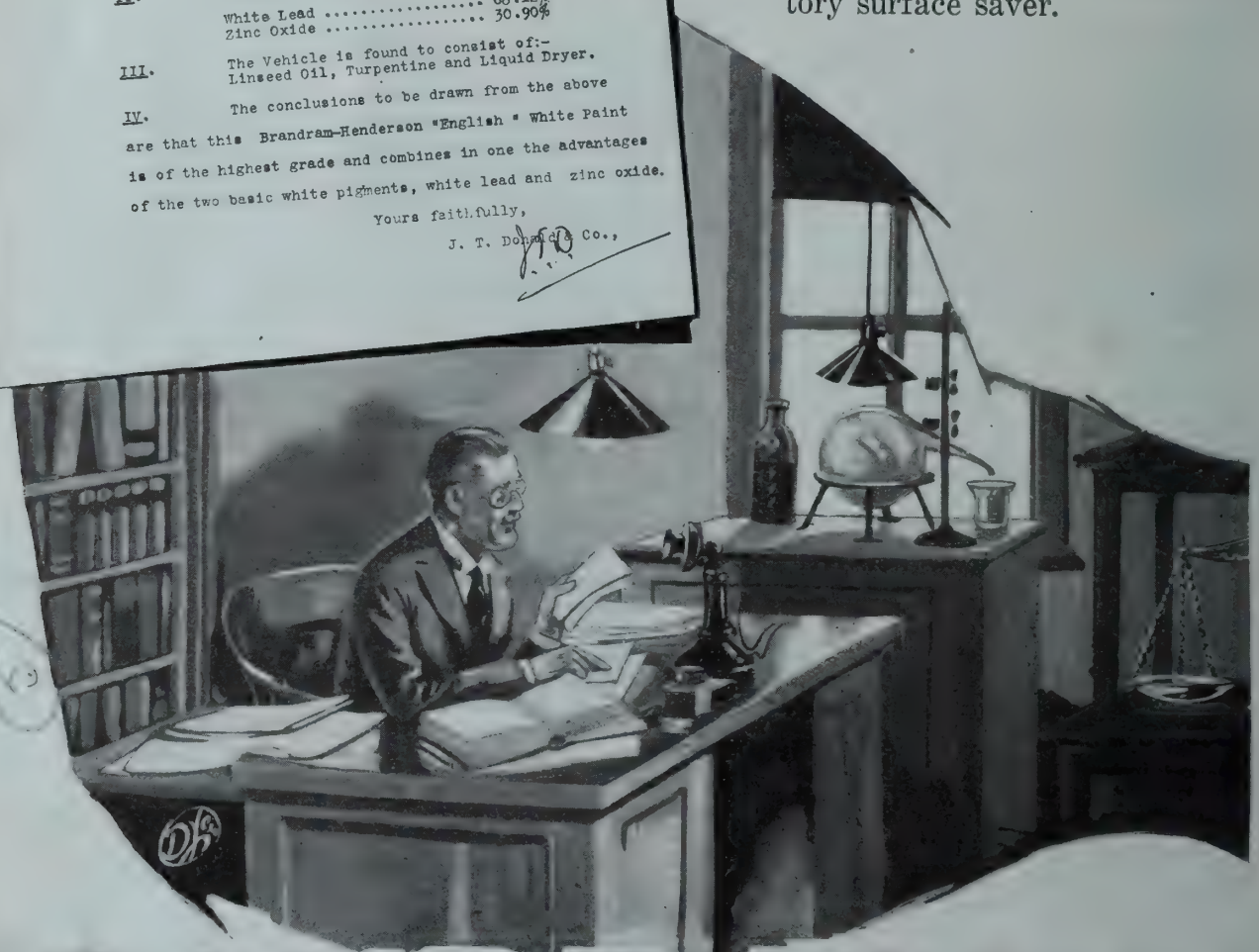
IV. The conclusions to be drawn from the above are that this Brandram-Henderson "English " White Paint is of the highest grade and combines in one the advantages of the two basic white pigments, white lead and zinc oxide.

Yours faithfully,
J. T. Donald & Co.,

For a can of B-H bought haphazard in the open market to "conform fully to the guarantee given on the label" is proof enough of its consistency as regards quality.

This official document also speaks of the B-H formula as "excellent" and confirms every word of our guarantee of quality and durability.

We consider this opinion is a fine testimony to the efficiency of B-H as a sure and satisfactory surface saver.



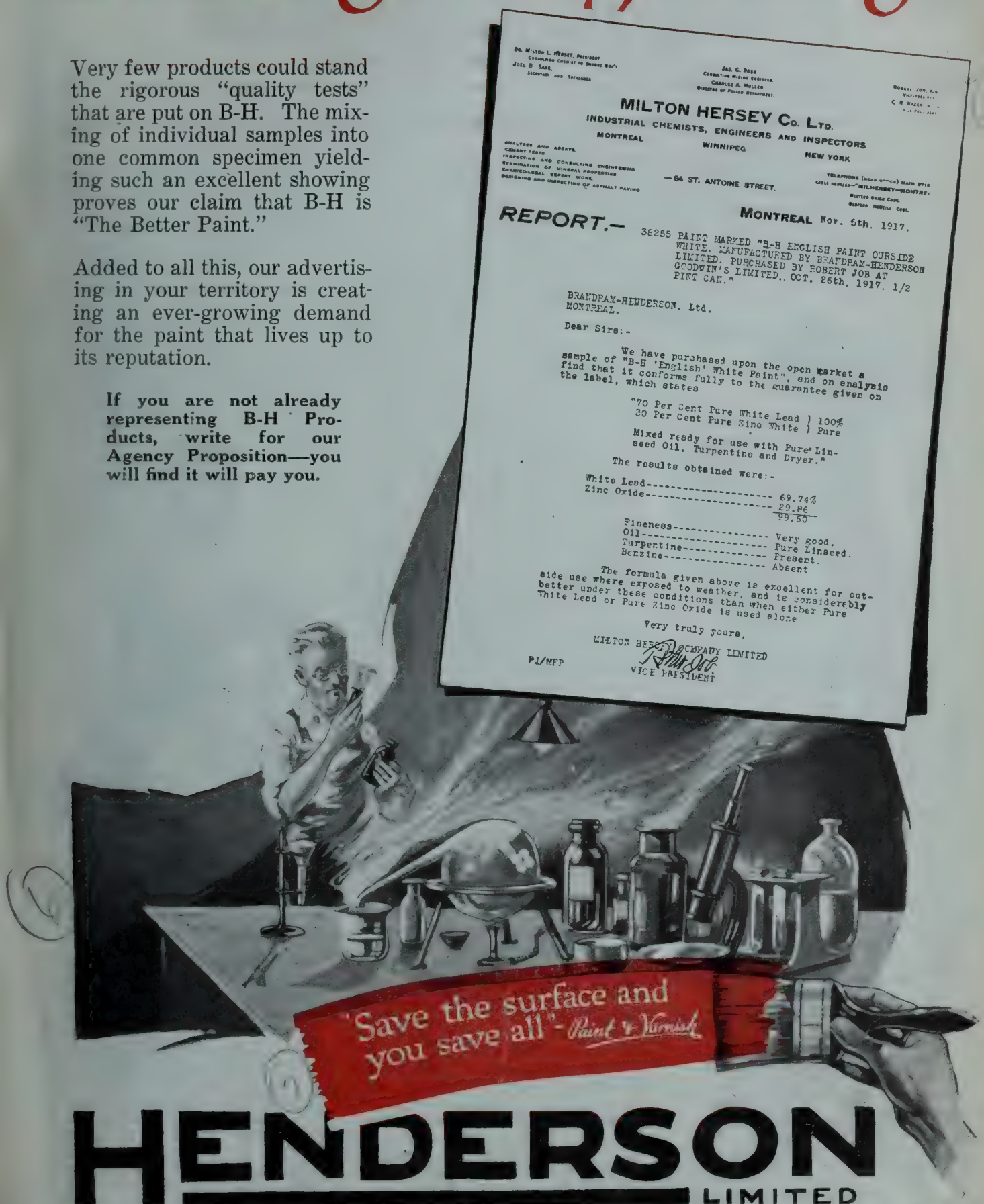
BRANDRAM -

Leading Analysts Say

Very few products could stand the rigorous "quality tests" that are put on B-H. The mixing of individual samples into one common specimen yielding such an excellent showing proves our claim that B-H is "The Better Paint."

Added to all this, our advertising in your territory is creating an ever-growing demand for the paint that lives up to its reputation.

If you are not already representing B-H Products, write for our Agency Proposition—you will find it will pay you.



New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

NEW LINE OF ALUMINUMWARE

E. T. Wright Co., Ltd., Hamilton, Ont., has acquired the plant of the Wentworth Manufacturing Company for the purpose of specializing in the manufacture of high-grade aluminumware.

Previous to its absorption by E. T. Wright Co., the Wentworth Manufacturing Co. made copper nickel plated tea kettles and pots, casseroles, fern pots, etc.; such lines will continue to be made under the new management. To this line has been added, under the trade mark of "Wentworth Wellworth" a full line of aluminum cooking utensils.

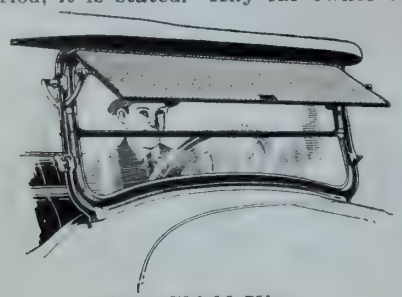
"Wentworth Wellworth" fry pan.

The makers claim that this new line of aluminumware is modern and up to date in every respect and that it has several new features. An illustrated catalog and price list of all "Wentworth Wellworth" lines will be mailed on request.

DOTY SHIELD VISOR

The Auto Radiator Shutter Co., Dayton, Ohio, are putting out a shield visor which attaches to top of windshield of auto and is stated to relieve the eyes of strain in driving in the day time, from the glare of sky and the sun's rays, and in night riding its use prevents the driver from being blinded by the glare of approaching head lights, which is said to be the cause of many accidents.

The frame is constructed of spruce bound with steel, making a substantial foundation, is covered with long grain black top material, which gives it the appearance of being an original part of the car on which it is placed; the material used to cover the underside is recognized as a shade of green that relieves eye strain. The shield will retain its original shape for an indefinite period, it is stated. Any car owner can attach to open car in five minutes without drilling any holes or interfering with any other attachments.



Doty Shield Visor

THE ENTERPRISE BLAZER FIRELESS FURNACE

The Enterprise Foundry Co., Ltd., Sackville, N.B., in introducing the Enterprise Blazer point out some of the advantages of this type of furnace. These are: No hot air pipes are required to convey the heat it generates to the various rooms, there is no tearing up of walls and no unsightly pipes to disfigure rooms, and it takes up very little room in the cellar, there being no pipes to have to dodge under.

The Enterprise Blazer pipeless furnace has three complete casings, the outer and middle ones of galvanized iron with space in between forming the return or cold air passage. The inner casings consist of sheet asbestos and corrugated tin with an air space in between forming an insulator. This inner casing set at a distance from the heater forms the hot air passage, and the air space formed by the corrugations of the tin together with the sheet asbestos form, it is stated, a perfect insulator and heat generated is not allowed to escape into the cellar where it is not needed, but ascends up through a radiator into the rooms upstairs.

The firepot of the Enterprise Blazer is extra large and heavy, and is made in two sections, the coal grate is a triangular anti-clinker grate. For wood a grate is furnished which can readily be put in and taken out. The combustion chamber of cast iron is fitted with an extra large feed door and the furnace has a deep and roomy ash-pit, and a large cast iron water pan.

The Enterprise Blazer pipeless furnace is made in three sizes, No. 2500K has a firepot 18-in. in diameter, No. 3500K one of 20-in., and No. 4500K one of 23-in. The rating capacity of the furnaces are estimated from 8,000 to 35,000 cubic feet.

SAMMIE CAR

The Western Toy Co., of Niles, Mich., are offering the trade a new wheeled toy, and have supplied the following description of it. The Sammie Car is a new idea in wheel toys. The novelty of the toy appeals immediately to parents. It is painted in red, white and blue silk lustre enamel finish.

As a handcar, the Sammie Car has an easy rowing action that gains speed without increased effort — it has full driving power from any position of the handle. No dead centre, no lost motion. It provides the right kind of exercise, a rowing action developing chest, arm and shoulder muscles properly. No foot action is necessary, thus saving shoe leather. The Sammie Car can be used as a coaster at will, as the driving mechanism automatically disengages when child stops pumping, and wheel runs free. The handle remains stationary when coasting.

Sammie Cars are built sturdily throughout, with hard maple wheels, brass bushings and all steel axle. Packed six in a box, knocked down, they are easily set up. Sammie Cars are easily converted to any size from two to eight years by adjusting seat, thus growing with the child.

Sammie Car

AUTOMATIC DOOR STRIP

The Atlas Iron, Wire and General Metal Works, 815 Queen Street West, Toronto, Ont., are putting on the market an automatic door strip which they claim will keep out all draught and dust.

The automatic door strip is a rubber attachment made in different lengths to fit any doors and works automatically. The door strip lifts and closes when the door opens and closes. There is stated to be no friction and it cannot wear out. Two screws are all the adjustment it needs. This door strip is said to have passed the severest tests and is sold under a positive guarantee of satisfaction.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

CHANGES in hardware prices are not as numerous this week. The main feature among the advances is the new list on wire gauge "extras," with higher prices on all wires, says Hardware and Metal.

Higher prices are in effect on washing machines and wringers, barrel churns and step ladders. Lamp chimneys are advanced in price.

Lower quotations are made on poultry netting, solders, some ingot metals, and on lead wool and turpentine.

Portland cement appears to have a lower tendency and also cotton waste.

Some scrap metals have declined in price.

A little improvement is noted in some lines that have been scarce for some time, but there is still a pronounced shortage of smaller sizes in pipe and in lighter gauges of sheets.

Business continues fair, but a tendency to buy in smaller quantities is noted.

MONTREAL MARKETS

MONTREAL, October 14.—Hardware prices are maintained for the most part, but there have been advances on stove pipe dampers, and wire "extras" are revised. Among the several declines are poultry netting, solders, ingot metals and lead wool. Portland cement and cotton waste are tending downward. Country trade is good; city demand restricted.

Coal Oil Is Steady; Gasoline Unchanged

Montreal.

COAL OIL, GASOLINE.—Prices are steady and unchanged on gasoline and coal oil. Motor grade gasoline is quoted at 43 1-2 cents and lighting grades at 48 1-2 cents. Coal oil is 31 cents per gallon. It is not anticipated that there will be any change on either in the near future.

Plenty of Wire Material But Transport Is Slow

Montreal.

WIRE PRODUCTS.—There appears to be ample wire at points of production, according to authorities here, but the difficulty is that of transportation. This applies to various lines of fencing, etc., for which there is a fairly seasonable demand. The tendencies will be easier, and probably they will be if delivery can be improved, and this is now being looked for.

Stove Trade Active; Stock Quite Scarce

Montreal.

STOVES.—The movement of stoves has continued brisk right along, and manufacturers state that there has been more sale for certain lines than they expected. This has severely taxed the facilities of the makers, and they are, in some cases, unable to entertain new orders for stock wanted in the immediate future. All lines are very firm, production costs and material scarcity being two items of outstanding importance in maintaining the market.

Stove Pipe Scarcer; Elbow Sales Are Good

Toronto.

STOVE PIPE, ELBOWS.—There is still a great scarcity of stove pipes and jobbers are beginning to find the shortage rather acute. The trade is naturally ordering freely these days in view of the early approach of cold weather and it is doubtful if there will be enough of these to go around.

ELBOWS.—These are in fair supply and the scarcity does not seem as acute as on stove pipes although stocks are not excessive. There is a good demand for them.

Rope Holds at Recent Decline

Montreal.

ROPE.—The rope situation is unchanged this week at the reduction announced in last issue. Pure Manilla is now selling on a base price of 33 1-2 cents per pound, British Manilla and New Zealand grades at 26 cents, sisal and lathyarn at 21 1-2 cents. there is not a very brisk demand for the product but the lower prices will doubtless help create a somewhat better demand from now forward.

Wire "Extras" Are Revised Again

Montreal.

WIRE.—New extras have been announced by the jobbing trade on iron and steel wire. These, for bright and annealed are as follows: No. 0-8, base price; No. 9, add 10 cents; No. 10, 15 cents; No. 11, 25 cents; No. 12, 30 cents; No. 13, 50 cents; No. 14, 60 cents; No. 15, 85 cents; No. 16, $1.30. There is, in addition to these extras, a straight advance of 25 cents for annealing and for coppered wire the additional charge over the named extras is 70 cents per 100 pounds.

Cast S.P. Dampers Are Advanced Here

Montreal.

STOVE PIPE DAMPERS—Prices are higher this week on cast stove pipe dampers, 6 inch selling at $21.60 per gross and 7 inch at $29.20 per gross.

Stamped Ware Sells; Will They be Easier?

Montreal.

WARES.—Thus far there has been much activity in the movement of various wares to the trade. Prices have been well maintained. If the supply of raw material should be greatly augmented this fall, the price basis may be somewhat easier, but until that time it would seem that prices cannot decline greatly. The discounts on various lines remain unchanged.

Poultry Netting on Lower Basis

Montreal.

POULTRY NETTING.—Prices on the regular line of poultry netting for 1921 have been announced and the Canadian list will be subject to an advance of 10

per cent. Orders are now being taken for these products.

Ammunition Steady With Fair Supplies

Montreal.

AMMUNITION.—There is an active demand for various kinds of ammunition, including cartridges and shells. Supplies have been fair although not excessive, and prices remain unchanged.

Waste Prices May Soon be Lower

Montreal.

COTTON WASTE.—There is but a limited demand for cotton waste and the tendency is downward. Prices on the raw materials in New York have softened materially in the last few weeks and doubtless there will be a revision of prices on the manufactured product in the not distant future.

Premium on Sheets Is Easily Obtained

Montreal.

SHEETS AND PLATES.—The local price basis on 28-gauge galvanized iron, with a number of jobbers, seems to be hovering around 15 cents per pound. This is above the quoted basis, but it goes to show that supplies are so short as to create a nominal price situation. Supplies that arrive from time to time, are quickly distributed to the trade and there seems to be little chance of accumulating a surplus.

BLACK SHEETS—		
10 gauge	....	10 95
12 gauge	....	11 00
14 gauge	....	11 05
16 gauge	....	11 15
18-20 gauge	....	11 20
22-24 gauge	....	11 25
26 gauge	....	11 30
28 gauge	....	11 45
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	15 00
28 gauge	....	14 60
26 gauge	....	13 25
22 to 24 gauge	....	14 05
20 gauge	....	14 05
18 gauge	....	14 05
16 gauge	....	12 75
English Standard—		
28 gauge	13 50	13 00
26 gauge	13 25	12 95
24 gauge	12 65	12 35
22 gauge	12 30	11 90
18 and 20 gauge	11 60	11 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Polishes Sell Well at Maintained Prices

Montreal.

POLISHES.—There is a fairly active demand for various lines of furniture polish and prices are holding without change for the most part although the market is quite strong. O'Cedar oil is selling as follows: 4 oz. per dozen, $2.40; 12 oz., $4.80; 1 quart, $12.00; 1-2 gallon, $20.00; 1 gallon, $28.00. The mops are selling at $18.00 per dozen and No. 10 dusters at $8.00.

Buy Auto Accessories in Small Quantities

Montreal.

AUTO ACCESSORIES. —The demand for auto accessories is fair, but jobbers state that the trade is buying from hand to mouth and that for the most part they are buying only in very limited quantities. There has been no indication of lower prices becoming effective soon, and staple lines are those selling most freely.

Ash Cans and Ash Sifters Move Well

Montreal.

ASH CANS, SIFTERS.—There is an active sale at present for ash cans and sifters and also for garbage cans. These are available in fair quantities although the brisk demand steadily depletes supply. Prices are holding firm and unchanged.

Scoops and Shovels Move Out Freely

Montreal.

SHOVELS AND SCOOPS.—There is still some scarcity of these products, and jobbers state that there will be little if any surplus this fall. Just now there is an active inquiry for coal and grain scoops and supplies are going forward to the trade every day.

Tendency Is Easier on Portland Cement

Montreal.

CEMENT.—There is a fair demand for Portland cement although in a large way the building restrictions applied at the present time prevent the use of this. Prices are inclined to soften somewhat and it is reported that quotations will be lower in the near future.

Alarm Clock Trade Could Absorb More

Montreal.

CLOCKS. — There is little improvement in the supply of alarm clocks which have been scarce for many weeks. The jobbers have continued inquiry for these and an augmentation of supply would be gladly welcomed.

Snare Wire Scarce; Held Without Change

Montreal.

SNARE WIRE.—There has been a scarcity of snare wire and this continues. The price is naturally high and No. 2 is quoted at 65 cents per pound and No. 24 at 70 cents. It is doubtful if the supply will be greatly augmented at a later date.

Scarcity Still of Metal Lath

Montreal.

METAL LATH.—The building trade, while not abnormally active, is absorbing more metal laths than can be supplied by the manufacturers. In discussing the situation with one this week, he claimed there was a considerable shortage and that his firm had back orders on file for 250,000 yards which could not be supplied.

Quiet and Softer Are Old Materials

Montreal.

OLD MATERIAL.—Of outstanding interest this week there is little. The dealers report a quiet condition of trading, and this accounts for the gradual falling of prices on nearly all lines. Copper, brass, lead and zinc, as well as old rubber stock, are all easing off, and the only line that is fairly well mantained is that of the heavier cast iron materials.

DEALER'S BUYING PRICES

Automobile tires	....	0 01
Yellow brass	0 07	0 08
Red brass	....	0 15½
Light brass	....	0 05½
Scrap zinc	....	0 05¼
Lead, heavy	0 05	0 06
Lead, tea	....	0 03½
Light copper	0 13	0 14
Heavy copper	0 16	0 17
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)	....	22 00
Pipe scrap, per ton	....	12 00
Stove plate, per ton	....	30 00
Heavy melting steel	....	20 00
No. 2 busheling	10 00	12 00
Boiler plate	17 00	18 00

Cutlery Still Short; Orders at "Firm" Prices

Montreal.

CUTLERY.—The arrival of cutlery from the Old Country is still restricted although it is said that Canada is getting a full share. There is one feature of the situation which is of interest to the trade, and that is that many are now booking at "firm prices." It is doubtful whether all the supplies desired will be forthcoming this fall. There is a good demand for pocket cutlery, table cutlery and for carvers.

Ready Roofing Firm; Sales Are Active

Montreal.

ROOFING.—Prepared roofing is in fairly active demand at the present time and prices remain firm. There is a larger demand for the product than jobbers are able to supply in all cases, and the demand seems to be fair from all parts of the country and particularly good from some.

Little Improvement in Iron Pipe Supply

Montreal.

IRON PIPE.—There is an active demand for most sizes of iron pipes and both galvanized and black, in the smaller sizes, continue to be scarce. Prices remain unchanged but under the present conditions it is doubtful if any early improvement can be looked for.

Weather Strip Sales Are Now Active

Montreal.

WEATHER STRIP.—The demand for weather strip is very active at present and jobbers are receiving many orders. Prices are steady.

Steady Sales Iron and Steel; Scarce

Montreal.

IRON AND STEEL.—There is a scarcity of certain sizes of iron and steel bars, and this is due to the fact that rolling mills were not operating for several months during the summer. The mills are again operating, but the trade finds a shortage of certain sizes, which will take some time to overcome. The undertone continues firm.

IRON AND STEEL

Common bar iron, 100 lbs.	5 15
Refinish iron	6 15
Iron finish machinery steel	5 25
Mild steel	5 30
Band steel	5 50
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	5 20
Tire steel	5 50
Toe calk steel	6 20
Harrow Tooth Steel	5 45
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined Iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Steady and Fair Sale For Babbitt Metals

Montreal.

BABBITT METALS.—There is a fair demand for babbitt metals which remain quite unchanged and the price range is from 8 cents to 75 cents per pound according to quality.

Lead Products Have Gone Lower

Montreal.

LEAD PRODUCTS.—There has been a softening of the undertone of some items in the list, notably on wire solder, lead wool, and bar solder. Number 40-60 wire solder is selling at 33 3-4 cents per pound; 44-55, 36 cents; 50-50, 38 1-4 cents. Lead wool is now down 1 cent at 15 cents per pound, while guaranteed solder is selling at 31 1-2 cents, "strictly" 29 1-2 cents, and wiping, 26¼ cents. This is due to the steady downward trend of pig lead and tin.

Lead pipe, per 100 lbs.	17 00
Lead waste, per 100 lbs.	18 00
Note.—Lead pipe is subject to a discount of 10%	
Lead traps and bends	List plus 30%
Lead wool, lb.	0 15
Lead sheets, 2½ lbs.	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb	0 13¼
Do., 4 to 8 lbs. sq. ft.	0 13
Cut sheets ¼c lb. extra and cut sheets to size. ¾c lb. extra.	
Solder,n guaranteed, lb.	0 31½
Solder, strictly, lb.	0 29½
Solder, commercial, lb.	0 26½
Solder, wiping, lb.	0 26¼
Solder wire (8 gauge)—	
40-60	0 33¾
45-55	0 36
50-50	0 38¼
Zinc sheets, casks	0 16½
Do., broken lots	0 17

Ingot Metals Quiet and Easier

Montreal.

INGOT METALS.—There is still some softness of undertone on the market and prices are shaded in some cases.

COPPER.—A price of 22 1-2 cents for electrolytic and of 22 cents for casting grade is quoted here.

TIN.—A price of 52 cents is being quoted by the Montreal trade on tin and there is a free supply with trading light.

SPELTER.—This is selling at 10 cents per pound and there is not much doing.

ANTIMONY.—This is not in active demand and the price is 8 3-4 cents.

LEAD.—The movement of pig lead is fair and the price has been tending downward, local quotations being 8 3-4 to 9 cents per pound.

TORONTO MARKETS

TORONTO, Oct. 14.—The chief feature of the week in hardware markets is the new list of gauge extras on wire, which advances bright and annealed wires in price and the new prices on poultry netting for next season's bookings.

Some lower prices are noted in lead and solder prices and in some ingot metals.

The scrap metal market is weaker with some lower quotations. Higher prices are in effect on lamp chimneys.

But little improvement is reported in deliveries of pipe and fittings, or in sheets and plates. Light gauges of galvanized sheets are especially scarce.

Business is said to be a little quieter with a tendency to buy in smaller quantities.

Fall and winter goods are in fair demand.

Changes in Prices of Washers and Wringers

Toronto.

WASHERS AND WRINGERS.—A revision has taken place in the prices of some lines of washing machines and wringers.

Present quotations of goods affected are given below:

WASHING MACHINES—	Each, List.
Patriot	$23 75
Jubilee	12 50
Perfection Electric	124 00
Perfection, Gasoline power	65 00
Beaver Power	28 50
Connor Vacuum	27 50
Beaver	27 50
Canada First	23 75
Connor ball bearing, with rack	22 75
WRINGERS—	Doz.
Domestic No. 531E	127 00
Do., bench, 541EB	174 00
Favorite No. 511E	117 00
Do., 512	124 00
Do., 514	145 00
Ottawa No. 331E	115 00
Do., bench, No. 341EB	162 00
Royal Canadian No. 151	102 00

List less 20% on washers and wringers.

Poultry Netting Prices For Next Spring

Toronto.

POULTRY NETTING.—An alteration in the price of poultry netting has taken place and instead of list plus 25 per cent. the quotation for next spring booking is list plus 10 per cent. for Canadian 1-inch and 2-inch mesh and for American netting.

Stoves and Ranges Demand Larger Than Supply

Toronto.

STOVES AND RANGES.—The demand is very good for stoves and ranges and manufacturers are finding it difficult to cope with it. Orders in many cases are behind and supplies of steel sheets, pig iron and other materials have been very scarce for some time and difficult to obtain in sufficient quantities. One stove manufacturer informed Hardware and Metal that only the fact that his firm had bought heavily at the beginning of the year enabled them to keep production nearly abreast of the demand.

Gasoline and Coal Oil Firm and Unchanged

Toronto.

COAL OIL AND GASOLINE.—The demand for these two products does not seem to abate to any extent and sales are heavier than usual at this season. Prices are unchanged and appear firm. Royalite is quoted at 29½ cents and motor grade gasoline at 42 cents per gallon, net.

Wire Nails Supplies Still Limited

Toronto.

WIRE AND CUT NAILS.—Sales of wire nails continue very heavy and there is only a limited supply of certain sizes. Prices are unchanged and wire nails are quoted at $6.40 base, and cut at $7.35.

Wire Extras Advanced in Price

Toronto.

WIRE EXTRAS.—New wire extras applying to all wires excepting galvanized wire are in effect and the increases range from 30 to 40 cents per 100 pounds. All wire and wire products have been scarce for a considerable time and little surprise is felt at these advances. The base prices are unchanged and remain $6 for bright and $6.25 for annealed. The new list is reproduced.

Another Cent Off Fuel Oil Prices

Toronto.

FUEL OIL.—Slightly lower prices are quoted this week on fuel oil, which is 1 cent per gallon cheaper. Prices on barrels are 19 cents per gallon net, and 17 cents on tank cars.

Iron and Steel Pipe Continues Scarce

Toronto.

PIPE.—The demand continues good for pipe, but jobbers and dealers are unable to meet it. The smaller sizes especially seem very short, and ½ inch and ¾ inch, the two sizes most ofter called for in the plumbing trade, are particularly short. The mills report the same difficulty in getting skelp, with the car shortage another factor in the situation. The outlook appears to be firm as regards prices and it is pointed out that owing to the prolonged shortage stocks are so low that it will be a considerable time even when supplies improve, before the demand is satisfied. Prices are unchanged as per list No. 46 as follows:

LIST NO. 46

Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8 63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2 66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4 39	4.39	5.21

No Change in Fittings; Shortage Still Felt

Toronto.

PIPE FITTINGS.—Very little improvement has taken place in deliveries of pipe fittings, and there is still a big shortage in these articles, particularly in malleable fittings. There is a very active demand and with stocks in poor shape this is likely to continue for some time. Prices are unchanged and quotations are as under:

PIPE FITTINGS

Cast iron fittings	Plus 10%
Plugs	7½%
Bushings	10%
Unions, ¼-in. to 2½-in.	30%
Do., ⅛-in. to 3-in. and larger	25%
Dart unions, ¼-in. to 2-in.	8%
Do., 2½-in. and larger	Plus 5%
Nipples, up to 4-in.	50%
Do., 4½-in. and larger	40%
Do., running thread, 4-in. and under	20%
Couplings, 4-in. and under	20%
Couplings, 4½-in and larger	Net list

MALLEABLE FITTINGS

Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

Higher Prices on Lamp Chimneys

Toronto.

LAMP CHIMNEYS.—An advance of approximately from 20 to 25 per cent. has been made in the common lamp chimneys and these goods are now quoted as follows:

Lamp chimneys—Size O, $10.50 per case of 6 doz.; size A, $14.25 per case of 8 doz.; Size B, $12 per case of 6 doz.

New Quotations on Pump Leathers

Toronto.

PUMP LEATHERS AND VALVES.—New prices are quoted on pump leathers and valves, and the principal selling sizes are now quoted as under:

Cup Pump Leathers—2½ in., $2.65 per doz.; 3 in., $3.35; 3½ in., $4.20.

Valve and Plunger Leathers—3 1-4 in., $2.40 doz.; 3¾ in., $3.15; 4 in., $3.60.

Range Boilers in Good Demand

Toronto.

RANGE BOILERS.—No changes have taken place in prices of range boilers and demand continues to be very fair. Stocks are in medium shape and material for heavier boilers is now more available. Quotations are as follows:

RANGE BOILERS—	Standard	Ex. Heavy
30-gallon	$15 00	$18 00
35-gallon	18 00	21 00
40-gallon	20 00	23 00
52-gallon	25 00	29 00
66-gallon	35 00	40 00
82-gallon	42 00	48 00
100-gallon	55 00	65 00
120-gallon	70 00	80 00

Valves and Bibbs Holding Unchanged

Toronto.

COMPRESSION GOODS AND VALVES.—A good demand for these goods is noticed. Stocks are said to be in fair shape and prices, though firm, are unchanged. Quotations on princpal lines are as follows:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	28-30%
Flatway stop and waste cocks, standard..	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C.	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	list plus 20%
Radiator valves, standard	23%

Black and Galvanized Sheets Still Scarce

Toronto.

SHEETS AND PLATES.—The demand for black and galvanized sheets appears to be slackening, although there are sufficient back orders on hand to make up for any curtailment of present orders. The opinion in the trade is that there is but little likelihood of prices changing for the present though buyers appear to be holding back expecting a decline. The lighter gauges of sheets are especially scarce and hard to obtain. Prices are largely nominal and quotations are as under:

BLACK SHEETS

14 gauge	$10 15
16 gauge	10 25
18-20 gauge	10 70
22-24 gauge	10 75
26 gauge	10 80
28 gauge	10 50
3-16 inch plate	7 00
¼-inch boiler plate	6 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo
10¾ oz.	$12 50	13 25	$15 00
U.S. 28	12 70	12 85	14 75
U.S. 26	12 40	12 55	14 25
22 and 24	12 25	12 40	14 00
18 and 20	11 95	12 10	13 75
16	11 95	12 10	13 50
12 and 14	11 20	11 95	....

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Bird Cages Are Selling Higher

Toronto.

BIRD CAGES.—Higher prices are in effect on wire bird cages and the cheaper lines of enamelled wire cages usually bought by the dealer in sets are approximately 25 per cent. higher.

Lead Products Show Some Declines

Toronto.

LEAD AND ZINC PRODUCTS.—Easier tendencies are noted in primary markets in pig lead, but lead pipe, traps and bends, etc., remain unchanged. Some lines of solder are easier with slightly lower quotations. Trade is reported to be dull, and buying is said to be in smaller quantities. Prices are the following:

Lead pipe, list, per lb.	....	0 17
Lead waste pipe, list, per lb.	....	0 18
Do., over 8 in., list, per lb.	....	0 19
Lead traps and bends	....	add 30%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	....	0 12¼
Cut sheets ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, lb.	....	0 41
Solder, strictly, lb.	0 35	0 36
Solder, commercial, lb.	0 31	0 33
Solder, guaranteed, lb.	....	0 37
Solder, wiping, lb.	....	0 30½
Zinc sheets, per lb.	....	0 19

Iron and Steel Bars Deliveries Improve

Toronto.

IRON AND STEEL.—There is said to be little improvement in deliveries of iron and steel, and supplies are coming round better than they have for some time past. The mills in the past having resumed operations after the strikes is also helping to relieve the situation. The transportation question, too, is believed

to be in better shape and cars seem more available with shipments not taking so long in delivery as they have been doing. There is an apparent slackening of demand but stocks are very much below normal in most cases. Quotations are holding firm and are as follows:

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 6 25
Common bar steel, ¼ in. and heavier	5 75
Common bar iron, 3-16 in. and lighter	6 25
Common bar iron, ¼ in. and heavier	5 75
Angle base	6 00
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 60
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	6 00
Hoop steel	7 50

Rope Quiet; New Prices Holding

Toronto.

ROPE.—The trade is a little quiet but normal for the season. The reductions announced last week still hold without change. Quotations are as follows:

Pure Manila, basis	0 33½
Beaver Manila, base	0 26
New Zealand hemp, base	0 26
Sisal, base	0 21½
Single lath varn	0 21½
Double Lath Yarn	0 22

Soil Pipe and Fittings Unchanged; Quieter

Toronto.

SOIL PIPE AND FITTINGS.—Business in these goods is reported a little quieter with stocks in a rather better condition. At the present there seems to be no indication of any downward trend in prices though buyers are said to be holding off. Prices are unchanged.

Cotton Waste Prices Lower, But Firming

Toronto.

COTTON WASTE.—An easier tendency seems to be expected in cotton products and though a slight shading has taken place in some lines of cotton waste prices are still holding fairly firm with no indication of a decline of any size, and with the demand continuing good, dealers say any possible change will be gradual. Quotations are the following:

WASTE—WHITE

XXX	0 23
XX, grad.	0 21½
XLCR	0 20
X Empire	0 18½
X Press	0 16½
XC	0 18½
XXX	0 23
XX	0 21½
X	0 20
Polishing	0 27
Cream, Polishing	0 26

COLORED

No. 1	0 18
No. 7	0 16
No. 1A	0 14½
No. 1B	0 12½
Fancy	0 18
Lion	0 16
Standard	0 14
Popular	0 12
Keen	0 10

Above lines subject to trade discount for quantity.

Scrap Metals and Old Materials Dull

Toronto.

WASTE MATERIALS.—The market in waste materials is reported to be precarious at the present time. Quotations are largely nominal and the demand for some metals just now is so dull that dealers are not eager for these particular lines. Copper and lead are softening but heavy steel is firming. Trading has been quiet. Quotations are as follows:

WASTE MATERIAL

No. 2 busheling	$13 00
Stove plate, pe rton	32 00
Yellow brass	0 10
Red brass	0 15¾
No. 1 machinery cast	33 00
Heavy melting steel	18 00
Heavy copper	0 16
Scrap zinc	0 06
Light brass	0 08
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Heavy lead pipe	0 05¾
Tea lead	0 03
Automobile tires	0 02½

Ingot Metals Some Lower Prices

Toronto.

INGOT METALS.—The ingot metal market is reported as reactionary with general dullness and very little trading. There is a hold off attitude towards most metals and spelter is the only one showing activity.

TIN.—This metal is said to be very dull with prices easing. It is very weak on English markets where the decline still continues. Present quotations locally are from 50 to 53 cents.

LEAD.—Easier tendencies are continued in lead markets, though prices are yet higher than they were this time last year. It is being quoted at 9 cents per pound.

COPPER.—The copper market is reported unsettled with very little buying, in fact dead is the term being used. Because of the dulness the output is being curtailed and the production for September is estimated at ten million pounds less than the previous month. Quotations for casting copper are unchanged at 24 cents.

SPELTER.—This has been the most active of the ingot metals and it is slightly lower. Present quotations are 10 cents per pound.

ANTIMONY.—Very little demand is noted for this metal and market is dull. Quotations are from 10 to 14 cents according to grade.

ALUMINUM.—No new feature is recorded in aluminum, which remains inactive. Prices are unchanged from 37 to 39 cents.

LONDON MARKETS

LONDON, Ont., Oct. 14.—Business in the hardware stores of London and district has been excellent this week. All fall lines were good sellers. Merchants are also placing orders for spring delivery. Many lines are still expected to be scarce for the spring of 1921.

Prices on most lines are firm. Linseed oil, turpentine, shellac and rope are quoted a little lower. Collections continue good.

Linseed Oil Prices Are Again Lower

London, Ont.

LINSEED OIL.—There is another new price on linseed oil, this product having declined 7 cents during the week. New quotations are as follows:

1 to 2 barrels, gal.	1 55	1 58
3 to 5 barrels, gal.	1 54	1 57
6 to 9 barrels, gal.	1 52	1 55

Less barrels, add 15c gal.

"Comfort" Gasoline Iron Costing More

London, Ont.

GASOLINE IRONS.—A new higher price is effective on the "Comfort" gasoline iron and this line now sells for $6.25 each.

Turpentine Shows a Slight Decline

London, Ont.

TURPENTINE.—A further decline of 10 cents per gallon has taken place in the price of turpentine this week and new prices are the following:

1 barrel lots, Imp. gal.	2 20
2 to 4 barrels, Imp. gal.	2 19
5 gal. lots	2 35

Nails Are Scarce; But Demand Good

London, Ont.

NAILS.—The demand for nails continues very good, but there is still a pronounced shortage, although supplies are now coming around a little better. The prices for wire are $6.25 per keg, base, and for cut nails $7.50, base.

New Prices on Poultry Netting

London, Ont.

POULTRY NETTING.—New prices are in effect on poultry netting. These prices go into effect now, although the jobbers are booking at the new price for next season's delivery. Two-inch and 1-inch mesh are quoted at list plus 10 per cent.

Flashlight Bulbs Higher in Price

London, Ont.

EVEREADY DAYLO BULBS. — An advance has taken place on Eveready Daylo bulbs and the new list price is 30 cents each, being an increase of 3 cents on list price. Quotations are 35 per cent. off list on boxes of ten of one size.

Screen Wire Cloth Next Season's Prices

London, Ont.

SCREEN WIRE CLOTH.—The black painted screen wire cloth is being booked for 1921 delivery at $3.50 per 100 square feet. This is very slightly under this season's prices.

Rope Prices Lower; New Quotations

London, Ont.

ROPE.—Small reductions have been made in the prices of rope, which are down 2 cents per pound in the case of pure manila and New Zealand hemp and 1 cent per pound in sisal and lathyarns. Following are new quotations:

Pure Manila, down 2c lb., new price, 33½c lb. base.
Beaver Manila and New Zealand Hemp, down 2c lb., new price, 26c base.
Sisal, down 1c lb., new price 21½c base.
Lath Yarn, down 1c lb., new price, 21½c lb. base.

Lower Prices on White and Orange Shellacs

London, Ont.

SHELLACS.—An easier tone is evident on white and orange shellacs with lower quotations being offered. Following are the new prices:

	Orange	White
	gal.	gal.
1 gals.	7 80	8 30
½ gals.	7 90	8 40
¼ gals.	8 10	8 60
	doz.	doz.
Pints	13 25	13 55
½ pints	6 80	7 15
¼ pints	3 80	4 00
⅛ pints	2 30	2 40

Wrought Clinch Nails New Quotations

London, Ont.

WROUGHT CLINCH NAILS.—The new higher prices on wrought clinch nails in 50-lb. boxes figured on the new advance are as follows:

	Per 100 lbs.
1½ in. to 1¾ in.	9 85
2 in. to 2¼ in.	9 65
2½ in. to 2¾ in.	9 50
3 in.	9 35

Sharp Pressed Nails Are Advanced in Price

London, Ont.

SHARP PRESSED NAILS. — Higher prices are in effect on sharp pressed nails and new quotations on chief selling sizes are the following:

	Per 100 lbs.
2 in. to 2¼ in.	10 15
2½ in. to 2¾ in.	10 00
3 in.	9 85

In 50-lb. boxes.

Stove Boards Selling Well Now

London, Ont.

STOVE BOARDS.—There is a very good demand at present for stove boards, and the wood lined variety are selling at list plus 10 per cent.

Stove Pipes and Elbows Demand Good; Stocks Low

London, Ont.

STOVE PIPES AND ELBOWS.—The present demand for stove pipes and stove pipe elbows is very large and the difficulty is the filling of orders as with the especially low stocks of Canada plate it is proving very hard to cope with the demand. Supplies of made-up pipes and elbows are very scarce. Quotations are as follows:

Made Up Stove Pipes, per 100 lengths, bright, 6 in., $29.45; 7 in., $31.22; common, 6 in., $23.57; 7 in., $26.09.
Easy Lock Stove Pipes—6 in., $25.46 per 100 lengths; 7 in., $27.28 per 100 lengths.
Stove Pipe Elbows, light pattern, 6 in., $3.20 doz.; 7 in., $3,50 doz.; heavy pattern, 6 in., $3.65 doz.; 7 in., $4.09 doz.

Winter Sporting Goods Moving Out Well

London, Ont.

SKATES AND HOCKEY STICKS.—The movement of booked orders for winter sporting goods is very brisk and skates, hockey sticks, skate straps, etc., are being shipped out in good quantities. Following are some of the quotations:

Starr Make Skates—30% off list.
Hockey Sticks—Youth's White, $2.90 doz.; Special 2nds, $4.25 doz.; Dominion Special, $5.50 doz.; Hespeler Special, $7.80 doz.; Hand Made, $10.80 doz.
Skate Straps—Solid Leather, 21 in., $1.60 doz.; 24 in., $1.90 doz.; 29 in., $2.20 doz.

Ammunition Having Good Demand

London, Ont.

AMMUNITION.—The demand is keeping up for shot shells and metallic cartridges and this should be a record season for these and for firearms. Dominion make ammunition is being sold at 37½% off Canadian list and Winchester and Savage cartridges at 27½ per cent. advance on American list.

Putty Sales Good; Increased Prices

London, Ont.

PUTTY.—Higher quotations are in effect on putty to the extent of 25 cents per 100 lbs., caused by increased freight rates. The demand continues fairly good. Present prices are the following:

Standard, 100-lb. drums, $8.55 per 100 lbs.; 25-lb. drums, $8.80. Pure, 100-lb. drums, $11.05; 25-lb. drums, $11.30.

Glass Sales Are Keeping Up

London, Ont.

GLASS.—Window glass keeps in very good demand. Discounts are unchanged. At this period of the year there is usually good sale for storm sashes and repair work.

WINNIPEG MARKETS

WINNIPEG, Oct. 14.—In spite of the fact that many have been looking for lower prices on numerous lines of hardware, there are still quite a few advances recorded this week for regular and special lines. The nail situation is still very bad and stocks are exceedingly low. Curry combs are also very scarce. Wrapping paper has again advanced. Barrel churns have also received an increase in price and are considerably higher. Step ladders and extension ladders are up. Cotton twine and sash cord have dropped in price.

Very little improvement is recorded in staple lines which have been noted from time to time as being hard to obtain, and stocks of iron and steel, sheets and plates, pipe and pipe fittings, nails and wire are low, in some cases there is very little or no stock at all.

Cotton Twine Prices Show a Decrease

Winnipeg.

COTTON TWINE.—A little reduction has been made in the prices of cotton twine in both balls and cones.

In balls—3-ply, 80c per lb.; 4-ply, 88c, per lb.
In cones—3-ply, 78c per lb.; 4-ply, 84c per lb.

"Reach" Baseball Goods Decline Slightly

Winnipeg.

BASEBALL GOODS.—A new price list has been issued on Reach baseball goods. There has been a good demand for these products all through the summer months and the slight decline which has been made in this revised list will be received gladly by the trade.

Slight Declines in Sash Cord Prices

Winnipeg.

SASH CORD.—There has been a slight decline in the prices of sash cord. The easing condition on cotton markets is probably due to lower prices on cotton products. Following are the quotations:

Sash Cord—In hanks, No. 6, $1 per lb.; No. 7, 98c; No. 8, 98c; No. 9, 98c. In coils, No. 8, 96c per lb.; No. 10, 96c; No. 12, 96c.

Linseed Oil Down Another Cent.

Winnipeg.

LINSEED OIL.—There seems to be a gradual decline in the price of linseed oil for the past few weeks, but it is thought that the price has reached its low level now and orders are being booked at present prices for future delivery. Quotations this week are as follows: Raw, $1.75 per gallon; boiled, $1.78 per gallon.

Wrapping Paper Now Costing More

Winnipeg.

WRAPPING PAPER.—A slight advance has been made this week on the price of hardware kraft wrapping paper and it is now quoted at 16 cents per lb.

Carpenters' Chalk Has Advanced in Price

Winnipeg.

CHALK.—The price on carpenters' chalk in bulk has been advanced slightly this week and is now quoted as follows: White, $2.40 per gross; red, $3; blue, $3.

Higher Prices on Hand Saw Handles

Winnipeg.

HAND SAW HANDLES.—An advance has been made in two lines of hand saw handles. No. 3 is now quoted at $5 per dozen and No. 4 at $5.

Prices Sharply Advanced Step, Extension Ladders

Winnipeg.

STEP AND EXTENSION LADDERS.—A sharp advance has been made on the prices of step ladders and extension ladders. Approximately 50 per cent. has been added to the price of step ladders and about 15 to 20 per cent. on extension ladders. Following are this week's prices:

Step Ladders—Common, 3 ft., $1.30 each; 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

Extension Ladders—20 ft., $7.50 each; 24 ft., $9; 28 ft, $10.50; 32 ft., $12; 36 ft., $14.75; 40 ft., $16.50.

Wire Cloth Prices Three-fifty Per Square

Winnipeg.

WIRE CLOTH.—The price for wire cloth has been fixed for the season of 1921 and is quoted at $3.50 per 100 square feet. This is somewhat less than the price charged last season and will be pleasant news to the trade.

Light Gauges in Sheets Are Very Scarce

Winnipeg.

SHEET, BLACK AND GALVANIZED.—There is still a very great shortage of black and galvanized sheets in the lighter weights and there is very little to be had in the heavier weights. The lighter gauges are absorbed as quickly as they appear on the market. Prices are firm and are for the most part nominal. Quotations are here below:

	Black sheets	Galv. sheets
14 gauge	$10 00	$....
16 gauge	10 35	12 35
18 gauge	10 40	12 50
20 gauge	10 40	12 50
22 gauge	10 45	12 65
24 gauge	10 45	12 65
26 gauge	10 50	12 80
28 gauge	10 50	13 40
10¾ oz.	....	13 80

NEW GAUGE 'EXTRAS' ON WIRE

A new list of gauge extras on wire is announced with increases of from 30 to 60 cents according to gauge.

These extras apply to all wires except galvanized, for which special net prices are quoted for each size.

Gauge	Per 100 lbs. over base
9 to 8	Base
9	0 10
10	0 15
11	0 25
12	0 30
13	0 50
14	0 60
15	0 85
16	1 30

Canada Plate Demand Big, But Scarce

Winnipeg.

CANADA PLATE.—The trade need not expect any improvement in the situation as regards the supply of this line as the importers continually report that they will have little or nothing to offer in the way of supplies this fall. At the present time there is a growing demand for stove pipes and this will certainly increase as the colder weather approaches. Prices are nominal under the decided scarcity.

Over 25% Advance on Barrel Churns

Winnipeg.

BARREL CHURNS.—A sharp advance of over 25 per cent. has been made in prices of both hand and power barrel churns and present quotations are as follows:

Hand Drive—No. 0, $11.48 each; No. 1, $11.48; No. 2, $12.75; No. 3, $14.03; No. 4, $16.58.

Power—No. 0, $14.03; No. 1, $14.03; No. 2, $15.30; No. 3, $16.58; No. 4, $21.68.

Lower Prices on Rope and Cordage

Winnipeg.

ROPE.—Lower quotations are in effect on rope and reductions amount to 2 cents per pound on pure manila and New Zealand hemp and 1¼ cents per pound on sisal. Lathyarn is ½ cent per pound cheaper. New base prices are as follows:

Plymouth pure manila, 36¾c base; Plymouth sisal, 24¼c base; Plymouth New Zealand, 28¾c base; lathyarn, single, 24¼c base.

PITTSBURGH MARKETS

PITTSBURGH, Oct. 14.—While the iron and steel market is in process of readjustment not much change occurs from week to week. The various stages of readjustment are likely to be passed through in much the same manner that has been exhibited at various times in the past when a buying movement was ended and a period of slack operation and declining prices had to intervene before business was ready to go ahead again. There is one difference of some consequence, however, that being that the present readjustment in prices and decline in industrial activity is a general one in all lines of business, and may even be less marked in steel than in other commodities, whereas in the past the steel market has undergone wider swings than commodities in general. For instance, after the panic of October, 1907, the iron and steel industry was very much depressed for about a year and a half, whereas business in general decreased much less. This time the iron and steel industry may get off more easily than other industries, for everyone is now talking about price declines and heavy declines, in all sorts of commodities.

The fact that steel prices have not declined in any important way thus far, except for the disappearance of the particularly high prices, involving premiums for very early shipment, does not, of course, mean that the steel industry will get through this period without any price readjustment. The market is simply slow in responding to the disappearance of aggressive buying, this being for the reason that the mills, with occasional exceptions, are very well supplied with contracts, and to reduce prices would be to jeopardize the contracts. By price cutting the mills would lose much more in contract business, through cancellations and postponements, than they would gain by securing new orders.

It still remains the prospect, according to the judgment of nearly everyone in the trade, that the Steel Corporation's prices will not yield, the readjustment being confined to the independents. It is considered certain that the independent prices will recede to the Steel Corporation levels, and a common view is that if they go as far as that they will go somewhat farther, the independents cutting under the Steel Corporation prices, in order to buy their way into the market again, for patrons of independents who have had to pay higher prices for months than patrons of the Steel Corporation are not likely to be anxious to place orders with independents at Steel Corporation prices when they have a wide latitude of choice as to where they will place their orders.

There is even a little talk of the Steel Corporation advancing its own prices a trifle, for the double reason that the corporation suffers a loss of several tens of millions of dollars a year by reason of the freight rate advances last August, and may feel that it should recoup, while the independents might be more ready to adopt Steel Corporation prices if a little concession were made to the independents by way of advances of say $3 or $4 a ton. The independent decline would in that case be much greater than the Steel Corporation advance, but the thing would look somewhat like a compromise, and would be less distasteful to the independents, most of whom have been preaching more or less constantly for a year or so that the Steel Corporation would be forced to advance its prices.

Production

Production of steel ingots in the United States in 1919 is officially reported at 33,694,795 gross tons, against the record of 43,619,200 tons made in 1917. Capacity lies somewhere between 50,000,000 and 55,000,000 tons, given fair manufacturing conditions, so that operations in 1919 barely averaged two-thirds of capacity. For this defection lack of orders was chiefly responsible. The strike that began September 22 restricted output considerably, but it is doubtful whether if there had been no strike, the industry would have operated at capacity, though capacity operations either late last year or early this year.

An interesting point in the statistics is that the Steel Corporation produced 51.0 per cent. of the steel ingot output in 1919, against a proportion of 45.5 per cent. in 1918. The lower percentage is representative of the Steel Corporation's relative capacity, rather than the higher percentage. In the fore part of 1919 the Steel Corporation had much less restriction of output than the independents, due to the fact that the Steel Corporation late in the period of hostilities forecast the future properly, and quietly booked business at prices attractive to the buyer, on the understanding that shipment would be made some time after the war. During the period of Government regulation such orders would fall in Class D, the steel that could be shipped after all priorities and preferences had been taken care of, and of course practically no Class D was shipped as long as the war requirements lasted. The independents either failed to consider the matter at all, or thought they would be able to secure higher prices when the war restrictions were removed. The strike was probably another cause for the Steel Corporation making more than its normal proportion of the 1919 steel output, through the corporation being slightly less affected by the strike than the independents, even though the strike leaders acted as though they were directing the strike particularly against the independents.

Other production items for 1919 were: Steel castings, 976,437 tons; rolled iron, 1,059,451 tons; rolled steel, 24,042,000 tons.

The report of steel ingot production in September shows that the same rate obtained as in August, about 42,700,000 tons a year. There had been rather a sharp increase from July to August, and the failure of September to show a further increase was probably due to some of the mills being under less pressure from their customers for deliveries, since manufacturing conditions were improved and some mills, well enough supplied with orders, increased their production. The cases of mill operations being restricted by the state of order books are still exceptional, and it remains the prediction that this month will show an increase in tonnage output. This month will probably be the turning point in output, with declining production afterward until the general industrial readjustment is completed and business starts growing more active again.

Whether the readjustment will require three months or six months or a longer period is thus far only a matter of conjecture.

Pig Iron

The pig iron market has been so extremely quiet that new price levels have not been clearly developed. Everyone recognizes that the prices to which the market advanced in August, $48.50, valley, for Bessemer and basic, and $50 for foundry and malleable, and which were maintained fairly well through September, are booked to yield to much lower prices, but it requires actual transactions to show where values really stand. It is reported that a middle interest bought 3,000 tons of basic iron from a valley furnace at $45, selling 1,000 tons to a valley consumer at $46, and selling the other 2,000 tons in the east. Other buyers, however, expect to do much lower prices, possibly as low as $40. As noted in last report, foundry iron became quotable at $47, valley, instead of $50, on a small transaction, but nobody else seems willing to pay as much as $47.

Would This Solve Tax Problem?

(Continued from page 43.)

that the present legislation imposes the burden upon the rich alone. They know that they are heavily taxed, though indirectly, upon the prices they pay for tools, supplies, food and clothing, and that these prices are being pyramided by the operation of the peaks formed by the taxing of profits.

Upon the operation of a tax of 1 per cent. on sales, the farmer should buy his implements, clothing, etc., for much less than at present. His food, of his own producing, would not even come under the operation of the tax. When he sells his wheat or his cotton or whatever his product may be, he will sell it at the market price at the time of sale, and add one per cent. tax to the bill. Under such a system, instead of the producer being taxed he is relieved of most of present burden, which, up to now, he mistakenly believed was placed on some other man's shoulders.

The proposed tax would be levied upon each and every business carrying a sale of any commodity or merchandise produced, manufactured, or purchased by the vendor for sale, a tax equal to one per cent. of the gross sales of such business, collectible monthly from the vendor, who would be compelled, under penalty, to keep a true record of his sales. We have thus a new method of Federal taxation now under consideration which provides for an equitable adjustment between the two principles of consumption taxation and income taxation.

Would Meet Government Requirements

In the case of a sales tax, a small consumption tax is levied, resting equitably and fairly upon all, each paying upon what he consumes—the small consumer little, and the large consumer and buyer of luxuries much.

The income tax principle is recognized by a straight normal tax upon all incomes of individuals and corporations beyond an exemption which relieves the man of small income of all taxes except the operation of the sales tax.

Authorities have calculated that this method of taxation, together with certain excise taxes, such as the present tobacco tax, Custom House duties on imports (which are now growing), and possibly surtaxes on certain classes of incomes that can be defined as unearned income, would provide a revenue of more than $4,000,000,000 a year, sufficient to meet the needs of the Government if a reasonable degree of economy is exercised at Washington.

Its advocates believe that the people of the United States will approve a method that (1) places a definite normal tax on all incomes above exemption; (2) an additional and increasing tax upon unearned income; and (3) a small tax of one per cent. on the turnover of commodities from producer to consumer, which will spread out so thin that its effect upon the cost of any one article will be scarcely noticeable, thus placing the heavy load of post-war taxation so that it will fall equitably; avoid dislocating industry; tend to deflate prices; define definitely the taxpayer's liability; promote thrift in contrast to present extravagance; lift the burden of back debt from the taxpayer, and stop much of the necessity for borrowing by the Government.

Such taxes will be what they appear to be, will rest where they are intended to rest, will not lend themselves to concealment or loading, and will turn into the treasury the amount collected from the people, not as at present a percentage of the amount collected from the consumer while the rest goes to increase profits of various individuals and corporations.

Little Hope of Improvement in Exchange Indicated by August Trade

NO reason for expecting substantial improvement in exchange between Canada and the United States in the near future is held out by preliminary figures of the Dominion's trade in August. Canadians during that month bought in the United States to the extent of nearly eighty-six million dollars, as compared with sixty-two and a half millions in August, 1919. They exported to the United States goods to the value of forty-six and a half millions, as compared with $40,250,000 in August, 1919. The balance against Canada in trade with the United States was thus thirty-nine million dollars in August, 1920, as compared with twenty-two millions in August, 1919. In spite of adverse exchange rates thus Canadians have materially increased their purchases in the United States and tended to aggravate the condition, causing depreciation of the Canadian dollar south of the International boundary line. In trade with Great Britain Canada still enjoys a favorable balance. That balance, however, in August, was only about eleven and a quarter million dollars, as compared with forty-four and three-quarter millions in the same month last year. Canadian imports from Great Britain in August were valued at twenty-one and a half million dollars, as compared with seven and a half millions in August, 1919, but Canadian exports to Britain were only $36,748,689 last month, as compared with $52,238,338 in August, 1919. Exchange rates greatly in favor of Canada doubtless operated both to increase imports from Britain and to decrease exports.

During the month Canada's total imports were valued at $124,318,014, as compared with $81,357,305 in August, 1919. Total exports amounted to $112,000,000 approximately, as compared with $116,000,000 in August, 1919.

In earlier months of the present year Canada on the whole enjoyed a favorable trade balance. The movement of the wheat crop will make itself felt in the present and succeeding months of the year. It will swell exports to Great Britain, and if any considerable quantity goes to the United States under the arrangement for reciprocal free trade in wheat and wheat products between the two countries it may serve to reduce Canada's adverse trade balance in the Republic, and to improve exchange conditions.

English Trade is "Coming Back"

THAT England is making a wonderful economic and industrial recovery and will soon be back in leadership in manufacturing was the general impression of the country gathered by Herbert Swallow, of the Ingersoll File Company, who has just returned from a brief business trip in that country. Although he spent but six days altogether in England, Mr. Swallow travelled from one end of it to the other by train and automobile, visiting the chief manufacturing centres, holding conferences with manufacturers, labor leaders and business men and made a close observation of business, living conditions and industrial matters during that period.

Speaking of the steel industry, Mr. Swallow said it was in very good condition, and that England was coming to the front again. In the old days of cheap living and low operating costs, the manufacturers were content to follow their old slow methods, and turn out goods without any thought of properly organized production. The coming of higher living costs and bigger wages has changed all that, and the English steel concerns have now installed the most modern machinery for speeding up production to the maximum, while still retaining the proverbial English quality in their goods. A striking fact about these companies is that large numbers of young men are now in control, and that they are real live wires who are revolutionizing affairs. The finest production methods known are being adopted, and, as workmen are skilled mechanics who have been born with the knowledge of steel working in them, England is particularly well fitted to take the lead in this industry. In some places old fashioned production methods are still being used, but these are rapidly being replaced by more up-to-date plans.

Canadian Iron and Steel Output in 1919

THE total production of pig iron in Canada in 1919, excluding ferro-alloys, was 917,346 short tons of 2,000 pounds, as compared with 1,195,551 short tons in 1918. Of the 1919 total, 910,080 tons were made in blast furnaces and 7,266 tons in electric furnaces from scrap, chiefly shell turnings. In 1918 the blast furnace production was 1,163,510 tons and the electric furnace production from scrap steel was 32,031 tons. By grades the 1919 production included: Basic, 580,426 tons; Bessemer. 7,637 tons; foundry and malleable, etc., 322,017 tons; low-phosphorus iron (electric furnace), 7,266 tons. The corresponding figures for 1918 were: Basic, 966,409 tons; Bessemer, 15,415 tons; foundry and malleable, etc., 181,696 tons; low-phosphorus iron (electric furnace), 32,031 tons.

The production of ferro-alloys in 1919 was about 48,579 tons, as against 44,704 tons in 1918. Over one-half the tonnage made in 1918 was spiegeleisen, made by the Algoma Steel Corporation for its own use.

The exports of pig-iron during 1919 were 63,605, and of ferro-alloys 22,449 tons. The imports during 1919 included 35,800 tons of pig-iron and 16,221 tons of ferro-alloys.

The total production of steel ingots and direct steel castings in 1919 was 1,031,329 short tons, of which 994,349 tons were ingots and 36,980 tons direct steel castings. The total production in 1918 was 1,873,708 short tons, of which 1,800,171 tons were ingots and 73,537 tons were castings. The 1919 production included: open hearth steel, 1,008,540 tons; electric steel, 15,467 tons; crucible and converter steels, 7,322 tons. The 1918 production included: Open hearth steel, 1,746,334 tons; electric steel, 119,130 tons; crucible and converter steels, 8,244 tons.

The total production of pig-iron, ferro-alloys and steel in electric furnaces was about 43,540 tons in 1919, as compared with 191,869 tons in 1918 and 101,031 tons in 1917.

The production of rolled iron and steel products in 1919 included: Steel rails, 316,304 short tons; plates and sheets, 25,408 short tons; and structural shapes, 29,295 short tons; besides a large tonnage of bars, rods, etc., for which returns are not yet complete. The total production in 1918 of finished rolled products was 1,164,610 short tons, which included steel rails, 162,747 tons; wire rods, 154,789 tons; merchant bars and rods and structural shapes, 435,017 tons; plates and sheets, 26,413 tons; rolled blooms and billets for forging purposes and rolled blooms, billets or slabs sold for export. 395,644 tons.

New Rubber Process

A recent demonstration in India of a new process for the vulcanization of rubber took place at the Manchester College of Technology. Vulcanization of crude rubber mixed with a large proportion of waste material like leather shavings or sawdust was proved by this method to be chemically possible, as well as a saving in time and cost compared with existing methods. It is claimed that this process will produce a material which will stand the test of wear and weather.

Windsor in Danger of Winter Gas Famine

Windsor.—This city on the tail end of the natural gas lines from the fields at Tilbury, according to F. W. James, manager of the Union Gas Company, is in danger of being without gas the coming winter even for cooking purposes.

Suggest New Fall Uses For Paint and Varnish

One Dealer Gives a Stencil of Name of the Farm With Purchase of Barn Paint—Window Trim for Hallowe'en—Women's Trade Bigger Factor Since the War—How One Dealer Keeps His Paint Salesmen Well Informed.

THE development of the fall painting idea is an interesting tribute to the power of publicity directed along proper channels and indicates the tremendous possibilities which lie in the direction of advertising paints and varnishes for every month on the calendar.

As each October rolls around the autumn leaves begin to drop, the merchant dusts off his set of reasons why painting should be done in the fall and prepares for business in seasonable lines. Undoubtedly some merchants have misgivings about the efficacy of some of the arguments which are advanced for fall painting, but nevertheless the fundamental principles of the idea are quite sound. The more settled weather, the fact that during the heat of summer the wood has had a chance to season, the absence of flies and insects, and the approach of winter make fall a most desirable time to paint.

Paint specialties for interior use also have a big sale at this time of the year but sales do not come from merely hanging up a sign that you sell floor paints and bath tub enamel and varnish for the parlor, but by suggesting new and unsuspected uses and advantages, by stimulating the imagination of the home owner and convincing him that the investment of a few dollars in decorative materials will bring back dividends in improved and more cheerful surroundings and by delaying the natural deterioration of buildings.

Readjustment of Incomes

Another important point which dealers can remember in connection with the sale of paint is the fact that in recent years the income of what has been known as the middle classes has increased greatly. There has been a marked redistribution of income. If in the past the merchant has been catering to the banker or the business man or the retired group, thinking that that was the class that possessed the most elastic pocketbook, remember that the income of the industrial classes — the mechanic, the electrician, the laborer— has increased tremendously and it is them to whom an appeal can well be directed to spend at least a part of their bigger wages in the improvement and protection of their properties. Many of them have probably purchased better grades of homes and larger premises, since they have been enjoying a larger income, and perhaps they are still applying the old principles which suited the properties they owned in less prosperous days gone by. Should there be signs that the present prosperity of this class shall not continue then it is more important than ever that they take steps to conserve what they now hold.

Gives Stencil With Purchase of Barn Paint

An interesting factor used by one dealer to develop business in farm districts is to take advantage of the increasing tendency on the part of farmers to designate their premises by some distinctive name. The merchant has developed a selling argument by offering to cut free a stencil pattern of the name of the farm, which will be given with every purchase of barn paint. Often a little stunt like this will arouse local pride in the appearance of the community's barns and equipment, and when this stage is reached it is a splendid stimulant to paint sales.

Why Paint Knowledge is Necessary to Salesman

A good knowledge of paint and the requirements to make a good painting job is required by the efficient salesman, to get away from the bad effects of such a situation as is described in the other article in this section. This reminds the writer of a story overheard in the paint department of a hardware store recently. A customer entered the store and going up to the paint counter announced to the salesman that he was going to paint his dog kennel. "Gimme something good and cheap," he said.

"I certainly will," said the clerk, "but surely you're going to wait a day or so" (for outside it was raining heavily).

"Great Scott, no. This shower won't last and I'll clean up the job by two p.m," was the response.

This is typical of instances which happen every day in the paint and varnish department of most stores, and indicates the necessity of giving sound advice.

Keeping the Salesman Informed

Hardware store owners have a variety of ways of teaching the paint salesman what he should know about paints in order to best satisfy customers. One dealer adopts the plan of home tests. Whenever the manufacturer markets a new product each one of the boys in the department takes home a can. A week or so later at one of their get-together meetings the clerk must tell the others how he prepared the sur-

Continued on page 64

Two Very Different Types of Paint Salesmen

The Editor,
Hardware and Metal, Toronto.

Dear Sir:—

While in ——— yesterday I dropped into a big departmental store to get some white paint, as my wife wished to do over the bathroom from the natural dull wood finish to a pure white. She had seen Mrs. Jones last week and while admiring the white finish of her bathroom had been informed that it was also so much easier to keep clean.

I asked for a quart of white paint as I wished to paint my bathroom. The clerk, without displaying any evidence of interest, handed me out a quart of a recognized quality brand of "Outside White." Upon remonstrating that the paint was for inside use I was informed that the only difference in "outside" and "inside" paint was that one was made for the outside and the other was made for the inside, but, leaning over the counter and in a lowered confidential tone, the clerk informed me that "really there was no difference." His sincerity impressed me as being anxious only to sell a quart of paint and not the success of the job in my bathroom. Not having been sold, or satisfied, I decided to call on Blank's Hardware on my way home which by the way, was in my own community. I was immediately impressed by the warmth of my reception. I was recognized and received sympathetic attention. I informed the salesman that I wished to turn the dark wood of my bathroom into a nice white.

"Oh," he said, "I presume Mr. Smith, that you want to have a white enamel finish." "Yes," I said, "I guess that is what I want."

"Now," he said, "you will have to first apply two or three coats of our flat white to cover the dark wood and make a good base for the last coat of our white enamel. While talking he was laying the cans out in front of me in such a confident way that I could already see a beautiful white bathroom.

With the sale of the proper style and grade of brush, a few more instructions as to the proper application, and finally a parting sincere wish for the success of my job, I departed less several dollars, but with an armload of goods, the vision of a bathroom much better than Mrs. Jones' and a wholesome respect for Blank's Hardware store, which in future will be "My Hardware Store."

Yours truly,

A SANITARY
SANI-FLAT
FLAT OIL PAINT

A Profitable Line to Sell

For a service-giving and a surface-covering interior paint sell Sani-Flat.

Sani-Flat is absolutely non-poisonous, as it contains no lead and is especially adapted for walls where a soft velvet finish is desired. It works easily and sets slowly, showing no laps or brush marks and is of great body and covering qualities, two coats covering perfectly. Non-changeable, the White positively will not turn yellow with age. Washable and can be cleaned with water without injury, and presents a perfect undercoat for enamel.

Only properly prepared and treated oil is used as a binder.

Sani-Flat sells.

Ask for Details of Our Agency Proposition

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto - - - Winnipeg

Save the surface and you save all" *Paint & Varnish*

If interested tear out this page and place with letters to be answered.

The Brush Department

Legislation to Enforce Brush Sterilizing

Emphasis Laid on Spread of Anthrax from Imported Hair and Bristles at American Brush Manufacturers' Meeting—Suggest Standardization of Household Brushes.

THE semi-annual convention of the American Brush Manufacturers' Association was recently held and a number of points of interest to dealers handling brushes were considered. Advisability of agitating national legislation to enforce sterilization of imported hair and bristles came in for considerable discussion, particularly in view of recent discoveries of anthrax infection from this source. The handle and ferrule situation, including the present difficulty of securing suitable handles for brushes was considered. Recent foreign competition in household brushes, the advantages of a standardization of such brushes and the importance of price maintenance were also points of importance.

The closing general session was given over to a discussion of the prevention of anthrax, a disease that has spread rapidly since the war because of the importation of brushes from China and Japan, largely horse hair. It was shown that the germ is largely found in this type of material, and the infection comes from a slight cut, or bruise, on the hand of the worker in bristles, shaving, paint, white washing and other types of brushes. An ulcer soon forms and in many cases death results. In England the disease has become so serious that the importation of shaving brushes from Japan has been prohibited. It was stated that 34 cases have developed in New York within the past few months, 10 of which have proved fatal. Some of these cases, it was stated, come from shaving brushes and some from the use of other types or the handling of raw materials.

Many of the facts were outlined by papers read by P. A. Surgeon and H. E. Hasseltine of the United States Public Health Service, and Dr. S. Dana Hubbard, of the New York Department of Public Health. Dr. Hubbard said that in New York the raw material and all kinds of brushes should be sterilized. He advised that anyone buying shaving, hair or other brushes handled promiscuously, sterilize them before using, by dipping them into boiling water.

SELLING MORE PAINT SPECIALTIES

Dealers know there is good profit to be made in the sale of paint specialties but it requires some little ingenuity to establish a steady large-volume trade in the specialties. Most people never think of using some of the best paying lines unless the dealer suggests it to them by advertising or some other way.

Take, for instance, metal lacquers. People store their trunks in cellars, garrets and damp closets. The locks, hinges and trimmings soon rust and then break. A few cents worth of lacquer is the stitch in time that saves nine, but while lacquer costs but a few cents, suppose hundreds of packages of it were being sold to all trunk owners; would not the aggregate profit be well worth while?

Take the couch hammocks found on hundreds of porches in every dealer's territory and now being put away for the winter. They have been exposed to outdoor conditions; the enamel is rubbed or scratched off the frames; the frames are exposed to rust. A coat of ordinary porch chair enamel would prevent damage. A suggestion from the dealer will sell the enamel.

Thousands of dollars are spent annually by home owners in replacing water and gas pipes exposed to dampness in cellars and elsewhere and consequently, rusted out. A coat of anti-rust paint once a year would stop this rust. A suggestion from the dealer will sell many a can of paint and relieve the owner of the expense of many a costly and unnecessary plumbing and gas fitting job.

Suggest New Fall Uses

(Continued from page 62)

face, how the paint was applied and the results it gave. Then everyone starts to ask questions. "In a few minutes every salesman can tell more about that particular product than the manufacturer himself," said this dealer.

A Window Trim for Hallowe'en

The use of timely events as the motive of a display in the window or store interior is often used to good advantage in the paint department. Towards the end of this month comes Hallowe'en. The conventional window display for this occasion has been the hollow pumpkin, corn stalks and other things suggestive of the harvest. There is such a sameness about such arrangements, however, that the dealer who shows some initiative in getting up something new would be well rewarded. Why wouldn't it be a clever hunch for the dealer to use half a dozen empty paint cans, with eyes, nose and mouth cut out, and string them across the window with a little electric light in each can. A sign placed below reading something like this would complete the display:

"Hallowe'en need have no terrors if your house is painted with ————'s paints."

Women Now Do More Buying

The war has brought a tremendous change in merchandising methods. During the war, while half a million Canadian men were engaged in military work, the strings of the family purse passed over to the opposite sex. Statements to substantiate this are given by dealers in all parts of the country. Women were forced to extend their range of shopping and even now, when peace has again been established, it is found that a return of old conditions is slower in taking effect than was the first change. During and since the war dealers have found that women have purchased an increasing amount of paint in small quantities over the counter, and this is a branch of trade which is well worth attention.

It has even been suggested that women are quicker to see the economy

BOECKH TRADE MARK EST^BD 1856 TORONTO

BOECKH'S

Rubber Set Paint and Varnish

BRUSHES

The bristles can't come out

Perfect for Sales and Service

Practical painters as well as amateurs appreciate Boeckh Brushes because of their superior quality and design. Experience in using these excellent brushes has proved the advantages of their perfect balance; easy, comfortable handles; strong, well-finished ferrules, that are neat in appearance as well as providing the exact scientific support that the brush requires. The flexible bristles give that soft, velvety and elastic contact so much appreciated by experienced painters.

These advantages are combined by skillful workmanship to produce Boeckh's—the perfect brush—the most satisfactory on the market to use or sell.

Naturally, Boeckh dealers have no "kicks" or "comebacks"; their circle of permanent, satisfied customers is ever growing.

Every Brush Guaranteed

The Boeckh Company, Ltd.
Toronto, Canada
Established 1856

If interested tear out this page and place with letters to be answered.

of painting for preservation. If so their ideas should be encouraged for at this time when building construction is very inactive due to high costs, it is more than ever necessary to protect existing buildings.

Paint business in Canada has been in goodly proportions this year, and this fact, taken in view of the lack of new building construction, is significant of the business which is to be expected when building returns to normal. It is reported that many people have been postponing building until next spring to see if prices will decline, as they have done on many other products. If prices do drop there will be much building started, and if they don't people will likely build anyway, for their requirements will then be more pressing, and they will then know that building costs will not likely drop for some time. The housing question also promises to be taken up actively by various organizations next spring. In the meantime fall painting is the big idea, and many of the above suggestions can be used by the trade to good advantage at this time.

Varnish Market Still Rules Strong

Montreal.—In discussing the varnish situation with W. W. Ingersoll, vice-president and secretary of the Dougall Varnish Company, Ltd., Montreal, the very strong tendencies of the market at the present time were referred to.

Despite the declines for linseed oil and turpentine, Mr. Ingersoll states that the situation as confronting the varnish manufacturer is little improved over that of several weeks ago. "Varnish makers are still working on high-priced materials, and while there has been a drop in turpentine and linseed oil the effects of this will not be felt by the varnish makers for nine months to a year. As a matter of fact prices should be advanced on many lines. Some of these are selling on a very close margin and there is an extremely small profit for the makers."

Mr. Ingersoll pointed out that while advances would be justified and should be made on a number of grades of varnish, to do so would entirely upset the plans of those dependent on varnish to fill contracts which they had in hand, and this was one of the reasons why revised prices had not been made effective.

Among the factors which are important ones at the present time are those of the scarcity of chinawood oil and gums. Prices on these have been firmly held and a number of them have been very scarce. There is an absolute shortage of gums and rosin, though lower in price, is not to be had when wanted. The same condition applies with regard to turpentine, and Mr. Ingersoll states that producers are not turning out either of these products in necessary quantities, so that when a manufacturer goes into the market for his requirements he is likely to be delayed in getting what he requires.

"Containers also are very hard to get delivery of, even on contract placed some time ago. They are often to be had only at higher prices, and the shortage is still severe," said Mr. Ingersoll.

With regard to demand, this has been very active all through the season, and Mr. Ingersoll anticipates the future with much optimism.

How Hardwaremen Advertise Paints--No. 26

WITH the approach of cold weather the basis of the paint advertisement may be frequently varied. There are certain lines of paint specialties for indoor use which the dealer may push to good advantage in the late fall and winter months. One of these is finish for furniture woodwork. This line is dealt with in this ad. by McGowan's Hardware, Teeswater, Ont., which points out that woodwork will depreciate more in one year than it would cost to paint it twice. This is apart from the improved appearance to be had from the application of the necessary finish.

It Pays to Paint.

If your woodwork is not protected with a suitable covering of Paint, it will depreciate more in *one* year than it will cost to paint it *twice* and in the end it will have to be painted.

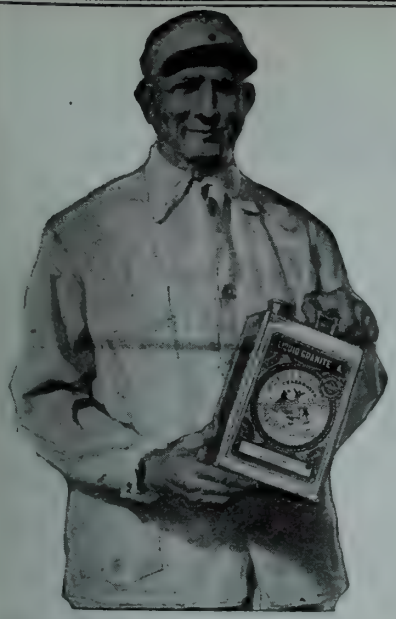
And compare the appearance of the painted and the unpainted building, you cannot be too painstaking about this matter. It is the most vital to everyone who owns property, keep the house and other buildings safe, keep the furniture, floors, doors and all woodwork as good as new.

LOWE BROTHERS HIGH STANDARD is the line we sell.

Buy your Paints and Varnishes at

McGOWAN'S HARDWARE

Teeswater, Ontario



The Luxeberry Painter Says:

"The Australian savage is not the only one who makes boomerangs. I was hit by a varnish boomerang once. I figured too low on a contract and bought some cheap varnish that made me do the job over at my own expense. It was sure some boomerang. I have never wandered away from 'Berry' brands since."

The Berry label is a certain protection against inferior varnish, and all buyers know it.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties

Walkerville, Ontario

(248)

The Majestic

Speedy in Action Speedy in Sales

Before placing your order for mowers, it will pay you to investigate Eureka Machines. Our range consists of the following:

Rapid, Garland, Majestic, Speedy, Forest Glen and Federal.

Sizes: 14, 16, 18 and 20 in. cut.

The Speedy is one of the Eureka Famous Six, that has met with popular favor wherever used. Its reliable action, resulting from the high quality crucible steel blades, eliminates that fault found in many machines of pressing the grass in the earth, instead of cutting it. The Speedy is a quality machine built for service and it "delivers the goods." The hardware man will find the Speedy a machine he can sell with ease, customers recognizing quickly its superior advantages. It pays to sell Eureka Mowers. Why not be our sole agent in your district? Write to-day.

The Eureka Planter Co.
Limited
Woodstock, Ontario

If interested tear out this page and place with letters to be be answered.

Weekly Paint Markets

MONTREAL

MONTREAL, October 14.—Paint markets are quiet. There are few new features. Linseed oil and turpentine are moving slowly at practically unchanged prices. White lead in oil and dry is being exported quite extensively. Varnishes are firm. Box glass is selling fairly well and the discount is now 20 per cent. instead of 15 per cent. as formerly. This is due, in part, to the importation of supplies of Belgian glass.

Few New Features; Linseed Oil Quiet

Montreal.

LINSEED OIL.—Prices are ruling without change to speak of, excepting that tendencies are undefined. No jobber or crusher desires to make a forecast and the market is up and down from day to day. One comment reflected the feeling that the farmer will not market, extensively, his seed. That is, if prices continue falling he will hold off selling. Meanwhile there is not much trading, the hand to mouth buying policy applying here.

	Imp. Gal.	
Raw—		
1 to 4 barrels	1 55	1 60
3 to 4 barrels	....	....
Boiled—		
1 to 4 barrels	1 58	1 60½
3 to 4 barrels	....	....

Turpentine Held; Undertone Soft

Montreal.

TURPENTINE.—There has been little new in the situation since last week. Prices have been tending downward, though actual reductions have not been made. At the gallon price of $2.30 there is little interest manifest in trade circles, and small lots only are reported to be selling. Producers, according to the reports emanating from importers, are not anxious to increase production much beyond the market requirements, this to keep prices up.

	Imp. Gal.	
Turpentine—		
Single barrels	2 30	2 35
Small lots	2 40	2 45
(Packages extra.)		

Putty Holding; Sales Are Active

Montreal.

PUTTY.—There is much activity in putty, the movement being seasonable. Prices are steady, but unchanged, and the existing schedules are expected to rule until December 15th. Supplies are quite ample for the needs of the trade.

Commercial Putty	5 tons	1 ton	Less than ton
Bulk Barrels, 800 lbs.	$6 50	$6 75	$7 10
Bulk Drums, 100 lbs.	7 50	7 75	8 10
Do., or tins, loose 25 lbs.	7 75	8 00	8 35
Bulk Tins, cased 25 lbs.	8 50	8 75	9 10
Bulk Drums or tins, loose 12½ lbs.	8 00	8 25	8 60
Bulk Tins, cased 12½ lbs.	8 75	9 00	9 35
Bladder Barrels, 400 lbs.	8 75	9 00	9 35
Do., Cases, 100 lbs.	9 00	9 25	9 60
Tins, 1 lb.	11 10	11 35	11 70

Standard Putty, 10c per 100 lbs. advance over above prices.

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

Export Active on White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Prices have been maintained without change on lead in oil, and the local demands, while light, are seasonable. Export trade is active, however, and the jobbers are well satisfied with this feature of the trade. While pig lead has been easing for some time past, it is expected that the cost of containers, and the difficulty of maintaining stocks of these and of wood cases will offset for the time being any favorable tendencies on this score.

Box Glass Now Selling at 20% Off

Montreal.

GLASS.—Due to the arrival and sale of certain quantities of Belgian glass, the immediate situation is affected and prices are somewhat more favorable on box glass, the discount being 20 per cent. instead of 15 per cent. The jobbers state that there is a fair amount of business being transacted and the stocks are not excessive. Some jobbers believe that any change of the basis will come only gradually.

Paints Are Slow; Varnishes Holding

Montreal.

PAINTS, VARNISHES.—Prices are steady and unchanged on paints and specialties. The demand is now a quiet one, but the outlook is satisfactory. Varnishes are steadily firm and there is no indication of any lower price basis for a long while to come. The scarcity of certain raw materials still is manifest.

TORONTO

TORONTO, October 14.—Conditions in the paint and varnish trade continue normal with but little change in prices. Business is reported to be a little better than average for this period of the year. White lead in oil and putty remain firm and unchanged with no indication of any alteration for the present. Shellacs are a little easier with a small reduction in prices. Glues are nominal and have a firming tendency. Glass is in fair demand with moderate sized sales and prices unchanged from last week. Turpentine continues a little easier and linseed oil appears to be stiffening somewhat.

Turpentine Shows Another Decline

Toronto.

TURPENTINE.—A further decline of 5 cents per gallon has been recorded in turpentine prices as we go to press. The present prices bring turpentine very close to cost at the present time, and it does not seem that very much more change in a downward direction can be possible. Sales are said to be rather light. The new quotations are as follows:

	Per Imp. Gal.
Turpentine—	
1 barrel lots	2 15
2 to 4 barrel lots	2 14
5 gal. lots	2 30

Linseed Oil Prices Unchanged; Small Sales

Toronto.

LINSEED OIL.—No further change in the price of linseed oil is reported this week but an apparent stiffening is noted. The demand is stated to be slightly below the normal and jobbers do not seem to expect any great change. Whether the bottom has been reached is not known. Latest quotations are follows:

	Raw	Boiled
1 to 2 barrels, gal.	1 55	1 58
3 to 5 barrels, gal.	1 54	1 57
6 to 9 barrels	1 52	1 55

Prepared Paints and Varnishes Holding Firm

Toronto.

PREPARED PAINTS AND VARNISHES.—Business in these lines continues fairly good and the fall painting it is said, is apparently well beyond the average. Floor paints and varnish stains for interior decorations are reported to be moving well and the de-

Paint That Repeats

It's often easy to make first sales.

But first sales are not the most profitable sales. You find your greatest profit in repeat sales—the business that comes to you without effort—the results of good goods that have given satisfaction.

It is just this kind of profitable repeat business that Glidden reputation brings. While it is selling painting materials for you it is selling other products. Glidden reputation will be a real asset for your business.

If you were in business for a month or two any kind of paint might do. But you're in business to stay. So are we. Let's get together and get a firm hold on the paint business in your territory.

Write to-day for prices and plans.

THE GLIDDEN COMPANY, Limited
Toronto, Ontario

***Branches* at Montreal and Winnipeg**

"Save the surface and you save all" *Paint & Varnish*

mand for the latter appears to be increasing all the time.

As has been pointed out previously prices on paints and varnishes are expected to hold without change for the present.

Glue Quotations Inclined to be Firmer

Toronto.

GLUES.—Prices on glues are reported as being fairly nominal and firm. A shipment of French glue which has just arrived is costing 3 cents a pound more than it did last July, and this in the face of new customs valuations would make it 4 cents higher in price than three months back.

Shellac Prices Are Easing

Toronto.

SHELLACS.—Lower quotations are made on shellacs and prices on standard lines are 50 cents per gallon less. New quotations are as follows:

Pure White, per bbl. $7.75; gal. jugs, $8.25.
Pure Orange, per bbl., $7; gal. jugs, $7.50.

Bronzing Liquid Firm and Unchanged

Toronto.

BRONZING LIQUID.—The prices on bronzing liquids remain firm, and No. 1 is being quoted at $2.25 per gallon. The demand is said to be only normal.

Glass Less Active; Prices Easier

Toronto.

GLASS.—The demand for window glass is reported by jobbers to be less than it should be at this time of the year, and it would appear that lower prices have not increased business to the extent that might have been expected. With deliveries from American factories taking three months and over, it does not look as if the market is overloaded, and with light stocks firm prices may be expected from U. S. sources. Supplies from Belgium are yet of a small nature and until larger shipments come, not much change is expected. Prevailing quotations are 25 per cent. off list for case lots and 30 per cent. for orders of over 25 boxes.

White Lead in Oil Demand Good; Firm

Toronto.

WHITE LEAD IN OIL.—Prices continue firm and unchanged for white lead in oil and no alterations are expected for the present. It has been pointed out that it would take a steady and lasting decline in lead to affect the price of the corroded article. The process of corroding is not a speedy one and supplies for the purpose have to be bought some months ahead, so that it would be some time before white lead prices became affected.

Putty Prices Firm; Sales Active

Toronto.

PUTTY.—There has been an advance of 25 cents per 100 pounds in the price of putty due to the freight rate differentials being increased. The demand for this product continues to be fairly good and no evidence is given of any lowering of prices. The ingredients with the exception of oil remain firm, and costs of production are said to be advancing. Containers have been on the up grade for some time with a scarcity of same. Present quotations are as below:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80
Do., less quantities	10 05
Pure, in 100-lb. drums	11 05
Do., 25-lb. irons	11 30
Do., bladders in bbls.	12 30
Do., less quantities	12 55

Glass May Be Easier Next Year

THE glass situation has some interesting aspects at the present time. This has developed owing to a peculiar series of circumstances in Europe, and the results have reflected and may continue to reflect more on the Canadian market in due time.

Belgian glass, as already explained in several articles appearing in Hardware and Metal during the past two or three months, has been coming into Canada in increasing quantities. This seemed to be unusual in face of the destruction that was wrought during the war, plants being put out of business there and the destruction of the war requiring the replacement of whole cities and centres with glass.

In discussing the matter with the manager of a prominent glass company this week, he made some observations that are particularly timely. It appears that, under the present conditions existing in Europe, there is a closed market in several countries that ordinarily purchase glass from the Belgian factories. Russia, Germany to an extent, the Balkan States, and even China—always sources of considerable business for the Belgian makers, have been closed for the time being to these supplies. China is obtaining her supplies, it is said, largely from Japan at the present time.

Rapid Recovery

The recovery of the Belgian glass makers has been very rapid, it is pointed out. Not only have they been able to overtake the demand at home to a very great extent, but they have, as is quite natural, been exporting as freely as possible in order to help the country get on its feet again. Surplus supplies therefore found their way to Canada and even into the United States. And, with the usual sources nearer home closed for the time being, and with credits impaired on the part of several or all of those countries mentioned, it was but natural that fair supplies, at fair prices, should be offered this market. And such has been the case.

It would seem that, while there has been improvement in stocks available in the hands of Canadian importers within recent weeks, there was much need of this improvement, for supplies had run very low, especially on double strength glass. Considerable relief has been afforded, although importations have been made at fairly high prices, and until this glass is liquidated there may be no easing of prices.

One of Two Things

With declines on many lines now becoming more probable, the question is asked: "Will glass not be lower?" In time it doubtless will be purchasable for less money, but the condition cannot be definitely forecast for these reasons:

A survey of the situation reveals the fact that there has been some easing of the basis in Belgium, due to the conditions already outlined. Here, there has been some cutting of prices by jobbers and others, and for glass in quantities favorable prices have, it is understood, been obtainable. On the other hand several importers state that there are by no means heavy stocks carried by the trade and that there will be little likelihood of a heavy stocking this fall. By spring, therefore, it may be that the other markets in Europe, now shut off, will be buyers on an increasing scale. Added to this the demand in this country, in both Canada and the States, will be greater in the spring, and importers everywhere will then be stocking up. Any easing off in the basis may then experience a reaction, due to this heavier buying from many sources. In any case the situation in the minds of local glass men, does not promise drastic price changes in the near future. By spring a more favorable condition may have developed as regards both supplies and prices. Time alone will reveal this.

Fire at British America Paint Company

Calgary.—Fire starting on the ground floor of the British America Paint Company last week did heavy damage to the large stock of varnishes, paints and wall paper. The amount of loss has not been appraised yet but the insurance is believed adequate.

Imports of Paint, Varnish, Zinc Oxide from United States

Exports of paint, varnish and zinc oxide from the United States to Canada during July, 1920, were as follows:

White lead, 40,708 lbs., valued at $4,681.

Ready mixed paint, 10,822 gallons, valued at $21,631.

Varnish, 5,257 gallons, valued at $11,092.

Zinc oxide, 1,052,635 lbs., valued at $101,746.

A Profitable and Seasonable Line For You to Display

RAMSAY'S Anti-Freeze

Every Motorist

will want to Protect his Radiator during the Winter.

Why not get his business with the "Right Anti-Freeze to make Winter motoring Right?"

Send us your orders and be ready.

A. RAMSAY & SON COMPANY

The All-Canadian Manufacturers of Paint and Varnish Since 1842

MONTREAL

TORONTO **WINNIPEG** **VANCOUVER**

Edmonton District:
Revillon Wholesale Limited
Edmonton

Nova Scotia:
James Simmonds, Limited
Halifax, N.S.

Calgary District:
The McDonald-Baker Co.
818 8th Ave. W., Calgary

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ...	.....	.....	$ 7.00
22 Short ...	.....	$10.00	10.70
22 S. Mush .	.....	.....	11.50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16.00
22 L.D. do.	.....	.....	18.70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz............	$19 25
No. 2, doz...........	22 00
No. 3, doz...........	24 75
No. 4, doz...........	26 95
No. 5, doz...........	29 70
No. 6, doz...........	33 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$2.85.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.
Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.
Machine Bolts, 7-16 in. dia. and larger, list plus 10%.
Sleigh Shoe Bolts, all sizes, list plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, list plus 10%.
Bolt Ends, list plus 10%.
Plow Bolts, 1, 2, 3 heads, net list.
Plow Bolts, others, list plus 20%.
Elevator Bolts, large heaad, list plus 10%.
Elevator Bolts, corrugated heads, 20%.
Fancy Head Bolts, list plus 10%.
Shaft Bolts ($3 list), list plus 10%.
Step Bolts, large head ($3 list), list plus 10%.
Whiffletree Bolts, list plus 10%.
Nuts, 2 in., and smaller, square Blank, add to list $2.25.
Nuts, 2 in. and smaller, square Tapped, add to list $2.75.
Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0. $12.25 to $13.50; No. 1, $12.25 to $13.50; No. 2, $13.35 to $15; No. 3, $14.35 to $16.50; No. 4. $16.40 to $19.50; No. 5, $19.50 to $22.

List prices power churns—No. 0. $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each........	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1.........	14 40
No. 2	19 00
No. 3	14 40
No. 4	18 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto London.

COBBLER SETS

Common, per set	$0 93
No. 3, per doz.	11 25

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 70	.....
5-16 in.	18 20	19 40
⅜ in.	13 85	16.55
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

Electric Welded

	Proof	B.B.B.
⅛ in.	$22 30	.....
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	.....
7-16 in.	11 85	.....
½ in.	11 50	.....
⅝ in.	11 05	.....
¾ in.	10 80	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 37%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 46
Plain Tinned, 16 oz. and heavier, lb.....	0 48	....
Polished and Tinned, 16 oz. and heavier, lb.	0 52	0 50
Tubing, lb.	0 50	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 95
No. 7, lb.	0 94
Nos. 8, 9, 10, 12..........	0 93

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....

Prices withdrawn

DRILLS

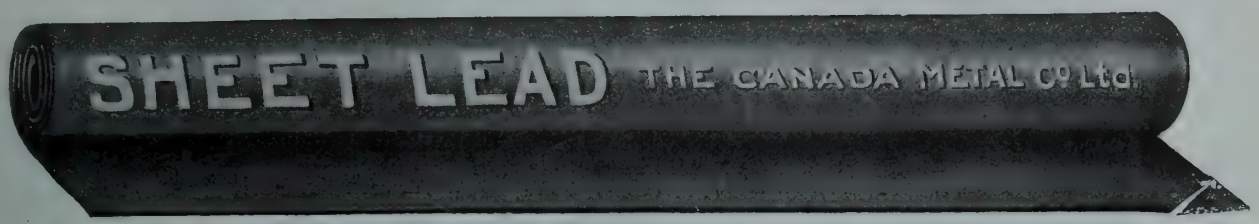
Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank List each.

⅛.........	$0.45	19/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

ORDER FROM OUR NEAREST FACTORY

SHEET LEAD



LEAD PIPE

LEAD PIPE up to TWELVE INCHES in diameter
LEAD TRAPS
LEAD BENDS

SHEET LEAD EIGHT FEET WIDE or less
ANY LENGTH
PROMPT SHIPMENT

BABBITT SOLDER

THE CANADA METAL CO., Limited
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Make Your Window Displays of Skates Early

DON'T let people wait to see if this is going to be a hard, cold winter.

Get them thinking about skates—talking about skates—enquiring about skates—in advance of actual skating weather.

Make attractive window displays of Automobile Skates earlier this season than you've ever done before.

The earlier you get after the skate business the more skates you will sell. A good, hard drive for trade, started early, will net you more profits and assure a more thorough clean-up of your skate stock.

Right now is none too early to start making plans.

CANADA CYCLE & MOTOR CO. LIMITED · C·C·M · WESTON MONTREAL · WINNIPEG VANCOUVER

MADE of the same special steels as used in highest grade automobiles. Given the C.C.M. heat treatment, which produces the unusual combination of a glass-hard running edge over a tough core, making the blades practically unbreakable. Also heavily nickel-plated over copper to prevent rust.

Automobile SKATES

Made by
Canada Cycle & Motor Co.
Limited
WESTON
Montreal, Toronto,
Winnipeg, Vancouver

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16.......	.90	29/32......	2.20
15932......	.95	15/16......	2.30
½.........	1.00	31/32......	2.40
17/32......	1.05	1..........	2.50
9/16.......	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32.......	$2.70	⅜........	$ 8.50
⅛.........	3.00	7/16......	10 50
5/32.......	3 50	½........	13 00
3/16.......	4.00	9/16......	15 50
7/32.......	4 50	⅝........	18 00
¼.........	5 00	11/16.....	21 00
9/32.......	6 00	¾........	24 00
5/16.......	7 00	⅞........	30 00

Bit Stock Drills 42½%
Blacksmiths', ½-in. shank.. 27½%
Straight Shank 27½%
Straight Shank, wire 27½%
Taper Shank 27½%

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer........ 50
Nov. 1, 1899. %
Kearney Foot, Arcade.... 50
J. Barton Smith, Eagle..... 50
P. H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson 27½
Black Diamond 27½
Delta Files 20
Firth Files 50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 75	0 85
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under..	50%	50%
4½ in. and larger..	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.
Under 40 lbs. $5 50
40-100 lbs., 2 in to 3 in. face 5 00
Bi-Treadle, each 9 75
Cycle BB 9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$10 80
No. 33	11 40
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russet, rope tie, 1 in. 13 80
Black, rope tie, 1 in. 14 00
Black, rope tie, 1¼ in. 16 80
No tie, 1 in. 21 60
No tie, 1¼ in. 24 60

HALTERS, ROPE Doz.
Sisal, 7-16 in. $25 00
Do., 9-16 in. 38 00
Jute, 7-16 in. 25 00
Do., 9-16 in. 38 00

HAMMERS, SLEDGE
Can, 5 lbs. and over, cwt..$19 25
Under 5 lbs. 24 00
Masons, 5 lbs. and over, per cwt. 22 00
Masons, 5 lbs. and under... 27 00
Napping, up to 3 lbs. ....
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HEATERS, ELECTRIC
Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $11 50
Majestic, 2 Burner 17 50
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.......	$4 90	$6 75
No. 3, per doz.......	5 00	7 00
No. 4, per doz.......	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron ...	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron ..	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel..	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only).	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto
Corrugated, ½ in., 100 ft....$21 00
Corrugated, ⅝ in., 100 ft.... 24 00
Corrugated, ¾ in. 28 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)
Mrs. Potts, No. 55, polished, per set $2 20
Mrs. Potts, No. 50, nickel-plated, set 2 30
Mrs. Potts, handles, japanned, doz. 2 10
Common, plain, 3, 4 and 5 lbs. 15.60
Common, plated, 4-5 lbs. 17.50
Common plated, 6 lbs. and up .....
Plain, 6 lbs. up 12.40
F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY
Spear Point $19 00
Lightning 17 50
Heath's 17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only....	0 40
Shelf Lock, 4 to 8 ft. only..	0 30

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short Globe, plain........ $15 00
Do., Japd. 15 00
Long Globe, plain 15 00
Do., Japd. 15 00
Dash, plain 18 75
Do., Japd. 19 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—
Cold Blast, Short or Long
1 doz cases .... $1 20 doz.
3 doz. cases .... 1 15 doz.
6 doz. cases .... 1 10 doz.
Cold blast, genuine ruby 5 50
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.
Steel Thumb, No. 2 .... $2 35
Steel Thumb, No. 3.. ...... 3 10
Steel Thumb, No. 4 .... 8 20
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10
F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A ...	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	.....
Popular, No. 1	18 00
Champion	20 25
Blue Bell, without stand ..	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer..	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive.....	65 00
Perfection ,electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.
Tinsmiths, 2½ x 5½ in...... $2.40
Carpenters', No. 3 ... . 9 70
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS
Cutter, doz. $14.25
Pick, doz. 14.25
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD
Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS Doz. Net
Liquid Veneer $16 00
O-Cedar, less handle 14 00
Do., with handle 16 00
S. W. Mops, complete 6 30
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 85 3 35
Crank wringing 8 25- 9 00
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN
Adanac 35%
Woodyatt 10%
Empress 15%
Mayflower 25%
Ontario Daisy 15%
Star 10%
Brockville K .... Net
Brockville C .... Net
Brockville BB .... Net
F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS
List adopted July 10, 1912
Advance over base on common wire nails in kegs.

1 inch...	$1 50	2¾ inch...	$0 30
1⅛ inch...	1 40	3 inch...	0 20
1¼ inch...	1 15	3¼ inch...	0 15
1½ inch...	0 80	3½ inch...	0 10
1¾ inch...	0 75	4 inch...	0 05
2 inch...	0 60	4½ inch...	0 05
2¼ inch...	0 55	5 inch...	base
2½ inch...	0 30	5½ inch...	base
		6 inch...	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.25 base; Toronto, $6.40.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per 100 lbs., $12.
F.o.b. Montreal, Toronto, Hamilton.

Have You Met Tommy and Betsy?

SURELY you know this charming couple. If you don't recognize them at first sight, look again. You've seen them in one of the leading magazines. Perhaps it was in Everywoman's World, MacLean's, Canadian Courier, Toronto Saturday Night, American, Cosmopolitan, Pictorial Review, Woman's Home Companion, Good Housekeeping, or House Beautiful.

Their pictures have been appearing to the number of some six million copies from month to month for more than a year. Look for them! Each time they tell a different story — a different domestic drama. They are always making their home additionally happy by doing over an old piece of furniture with "61" Floor Varnish; made in eight lustrous, semi-transparent wood-stain colors.

How about the Tommies and Betsies in your town — will they buy their "61" and other Pratt & Lambert Varnish Products of you?

"Save the surface and you save all" Paint & Varnish

PRATT & LAMBERT-INC.
VARNISH MAKERS 71 YEARS
24 Courtwright Street, Bridgeburg, Ontario
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO

PRATT & LAMBERT
STAR BRAND
VARNISH PRODUCTS

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 30%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES
See Fittings.

OAKUM—

Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 33.6
Black oil (winter)	0 34.1
Imperial Kerosene, tractor	1 50
Capital, clinder	1 01.6
Machine oil, regular grades	0 65.1
Imperial gas engine oil	0 66.1
Paraffine	0 46.1

List, less 15% on above.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel oil, bbls., net	0 19
Fuel oil, tank cars, net	0 17

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS
See weekly report.

PACKING	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER — Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor	1 50	1 50
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor	1 70	1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 95	1 95
Joliette Sheathing	1 50	1 50
Do., tarred	1 70	1 70

	Per 100 lbs.
Monarch Sheathing, white	10 50
Do., gray	9 75
Straw Sheathing, heavy, dry	8 05
Spruce Sheathing, 36" and 72" wide	11 75
Asbestos Sheathing	13 50
Carpet Felt	9 00
Tarred Felt, 7, 10 and 16 oz.	6 05

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 10
4 gross (cartons), 4-in.	2 10
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe
Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 31	7.41	5 91	8 01
⅜ in.	5 31	7 41	5 91	8 01
½ in.	7 10	8 63	7 95	9 48
¾ in.	8 80	10 87	9 95	12 02
1 in.	13 01	16 07	14 71	17 77
1¼ in.	17 60	21 74	19 90	24 04
1½ in.	21 04	25 99	23 79	28 74
2 in.	28 31	34 97	32 01	38 67
2½ in.	44 75	55 28	.....	.....
3 in.	58 52	72 29	.....	.....
3½ in.	74 06	90 62	.....	.....
4 in.	87 75	107 37	.....	.....

Standard Lapweld Pipe
Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$32 01	$38 67	$35 71	$42 37
2½ in.	48 26	58 79	54 11	64 64
3 in.	63 11	76 88	70 76	84 53
3½ in.	75 90	92 46	85 10	101 66
4 in.	89 93	109 55	100 83	120 45
4½ in.	1 05	1 29	1 30	1 54
5 in.	1 22	1 50	1 52	1 80
6 in.	1 58	1 95	1 97	2 33
7 in.	2 06	2 53	2 53	3 01
8L in.	2 16	2 66	2 66	3 16
8 in.	2 49	3 07	3 07	3 64
9 in.	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in.	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 25... to list.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal,	Toronto
Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets.	....	27 00
IX, 20x28 112 sheets.	....	30 00
IXX, 20x28 112 sheets.	....	33 00
IXXX, 20x28 56 sheets.	....	18 00

"DOMINION CROWN BEST"—
DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40

No.	Each
70	$6 75
80	6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Everlastic Liquid Roofing cement— Per gal., in bbls.	0 70	0 70
Red Star, 3 ply	2 75	2 80
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

F.o.b. Toronto and Montreal.

ROPE

Pur e Manila basis	0 33½
Beaver Manila basis	0 26
New Zealand hemp basis	0 26
Sisal basis	0 21½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 21½
Double lath yarn	0 22
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 73
Do., 5-32 in.	0 71
Do., 3-16 in.	0 70
Do. ¼ in. and up	0 68

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 85
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50
Discount 10/5%.		

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

Fill the Fall Demand

Registered **Floglaze**

The Finish That Endures

Will Please Your Most Particular Customers

It gives a brilliant, glossy, hard-wearing surface to wood, metal or concrete.

It is equally good indoors or out.

It has innumerable uses in the home—from cellar to the garret.

Its worth has long been proved on the farm as the standard finish for use in the dairy and implement shed.

It is a particularly good-selling proposition because it has so many different uses.

Floglaze is an excellent line to develop "indoor month" painting, keeping your paint department a profit-producer during the late fall and winter.

If you are not now selling Floglaze write for our dealer proposition.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

If interested tear out this page and place with letters to be answered.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $20 00
Golden Clipper 20 95
Little Giant 22 00
Bush 20 50

SNATHS Doz.
00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 00
Bush 17 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 50	$13 00
26 gauge ...	13 25	12 95
24 gauge ...	12 65	12 35
22 gauge ...	12 30	11 90
20 gauge ...	.....	11 75
18 and 20 ga.	11 60	....

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 65
Galvd. 7 65

STOVES
Oil Burning Cooking — List each
Perfection No. 32, 2-burner..$25 50

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b,.... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 66 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM — Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario...........$10 00

TACKS — Discount
Wire Tacks ....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings ....Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Ppright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net......... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters — List
No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. — Per 100 ft.
8 in...... $6 90 15 in......$12 50
10 in...... 7 70. 18 in...... 16 00
12 in...... 9 10 add 25% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) — Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1.... 5 00

Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER — per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb......... $0 80
Cones, 3-ply, lb. 0 75
Do., 4-ply, lb. 0 82

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 30%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2................ 23%
Bath Cocks—Compression ... 25%
Flatway stop and waste cocks, Standard 25%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, stand. add 10%
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard ....add 5%
Gate or Straightway .... Net
Jenkins Gate Valve 10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves
Gate Valves ....Net list
Regrinding Valves ......Plus 7½%
Swing Check Valves .....Plus 15%
Compodisk Valves ....Plus 7½%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 25%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs..	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs..	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz............ 85 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8........	Base
No. 9..........	0 10
No. 10..........	0 15
No. 11..........	0 28
No. 12..........	0 30
No. 13..........	0 50
No. 14..........	0 60
No. 15..........	0 85
No. 16..........	1 30

Annealing, extra 0 25
Coppering, extra 0 70
Bright base 6 00
Annealed base 6 25
Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 .... $10 00
No. 19 .... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern; 20% on genuine.

WRINGERS, CLOTHES
Domestic, No. 531E $127 00
Dom. Bench, No. 541EB.... 174 00
Favorite, No. 511E 117 00
Favorite, No. 512 .... 124 00
Royal Canadian, No. 151... 102 00
Favorite, No. 514 .... 145 00
Ottawa, No. 331E 115 00
Ottawa Branch, No. 341EB. 162 00
Challenge, No. 311E 105 00
Warranty 127 00
Bicycle 115 00
Safety 103 50
Eze 110 00
Rapid 100 00
Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-
Stove Pipe Thimbles, 40%.

TINKER TOM'S TALKS.

Talk No. 281

MADE IN
PREMIER
CANADA

OUR CAPACITY NOW
20,000 TONS PER YEAR
GALVANIZED SHEETS

Sold by all Canadian Jobbers.
Used by all Canadian Manufacturers.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

Tinker Tom

If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-30
Golden ocre, 100-lb. kegs	..-09
White ochre, 100-lb. keg	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb.	tins
Venetian red	0	27
Indian red	0	36
Chrome yellow, pure	0	70
Golden ochre, pure	0	35
French spruce ochre, pure	0	30
Greens, pure	0	35
Siennas	0	36
Umbers	0	36
Ultramarine blue	0	70
Prussian blue	1	20
Chinese blue	1	20
Drop black	0	42
Ivory black	0	44
Signwriters' black, pure	0	48
Lampblack	0	48
Imperial black, 25-lb. irons	0	39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	..-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	85 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list: cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0	34½
10s	0	35
5s	0	36
1s	0	39½
½s	0	43½

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal	4.50- 7.00

F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 00
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand; white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$10 00
Less, per lb.	0 13

SHELLAC

	Pure white	Pure orange
Per bbl.	$7 75	7 00
Gal. jugs	8 25	7 50

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 80
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 67
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 65
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20
C. D. Wall Coating, white		9 60
Do., colors		9 60

WASTE

Cream, Polishing	$0 26

WHITE

XXX	0 23	XXX	0 23
XX	0 21½	XX, grad	0 21½
X	0 20	XLCR	0 20
XC	0 18½	X Empire	0 18½
		X Press.	0 16½

COLORED

No. 8	0 11	Fancy	0 18
No. 1	0 18	Lion	0 16
No. 7	0 16	Standard	0 14
No. 1A	0 14½	Popular	0 12
No. 1B	0 12½	Keen	0 10

Above lines subject to trade discount for quality.

WAX

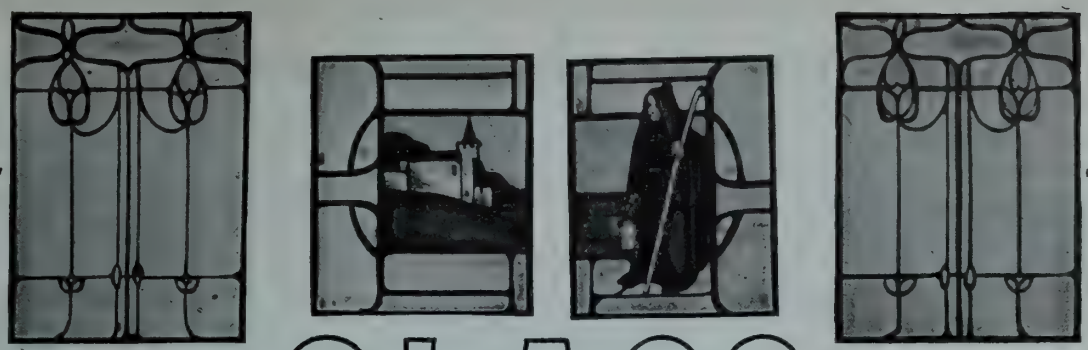
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 75
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls. $3 25
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	$3 75
Methylated Spirits	2 95

F.o.b. Montreal Toronto London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

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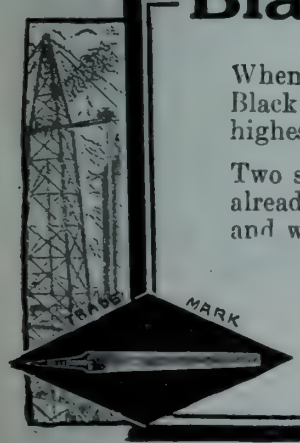
Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G. & H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ....40% on list

Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅝-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3-16 in, $8.80; ¼ in., $7.95; 5-16 in., $7.75. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides. tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots	$54 00
5,000 ft. lots	55 00

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $14.03; No. 1, $14.03; No. 2, $15.30; No. 3, $16.58; No. 4, $21.68.

Hand—No. 0, $11.48; No. 1, $11.48; No. 2, $12.75; No. 3, $14.03; No. 4, $16.58.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ....$0 96 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., $7.60; 10 in., $8.33; 12 in., $9.68; 15 in., $13.50.

[illegible]nductor pipe, 2 in., per 100 ft., $9.23; 3 in., $11.25; 4 in., $14.40; 5 in., $19.80.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz.

Cold Blast	$1 20
Short	1 20
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40 ;12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $9.60; No. 2 and larger, $9.35; snowshoes, No. 0 to No. 1, $9.85; No. 2 and larger, $9.70; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

Per 100 ft.

	3-ply	Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$13 75
28 Am. or 26 Eng.	13 35
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 6 and over, 16½c per lb; 4 and 5 lbs., 21c per lb.

Mrs. Potts' No. 55, set	$2 90
Mrs. Potts' No. 50, set	3 05

Mrs. Potts' common sad iron handles, $2.78 dozen. Mrs. Potts' improved, $3.75 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40. 41c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 70
Barn Door	
5	3 20
8	3 65
9	5 25

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Ea[illegible]
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 12 00	$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.65 base; Winnipeg, $7.35. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$6 63
30 in.	8 93
36 in.	10 50

Stephens
REGISTERED TRADE MARK

Economy

Durability

Barn **Paint**

Permanence

"Save the surface and you save all" *Paint & Varnish*

Spreading

The Four Cardinal Points

of the many selling features of **STEPHENS** Barn Paint are shown above. The farmer to-day is not only painting to save the material but he wants his buildings to reflect credit on him.

The modern farmer is efficient and successful, and determined to have his building look efficient. He wants **STEPHENS** Barn Paint because it is reasonable in cost, durable under weather attacks, permanent in color and spreads easily, covering well. It stamps the barn owner as an alert, progressive farmer. There are many other selling points that help to close your sales.

An Agency will pay you—Ask about it

G. F. Stephens & Co., Limited

Paint and Varnish

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS
Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM
Clipper, spun, bale 50 lbs...$13 00
Clipper, unspun, bale 50 lbs. 12 25
Plumbers', bale 50 lbs. 7 75

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 65
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15
Ramsay's White	5 55
Do., colors	5 30
Dultone, White	4 25
Do., colors	4 15

PAPER, BUILDING
Dry Fibre, No. 1 .... $1 60
Sunrise 1 45
Anchor, tarred 1 75
O.K., tarred 1 75
Tarred Felt 6 75

PICKS, CLAY
5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT
Buttweld, Steel

Per 100 ft. Blk.	Blk.	Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 50
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA
18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	2 40	2 10
12-oz.	4 80	4 20
1-quart	10 00	10 50
½-gal.	....	16 80
1-gal.	28 08	25 20

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 6" wheel	$5 35
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON
No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS
Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY
100-lb. irons $8 70
25-lb. irons, per cwt. 9 30
1½-lb. tins 16¾

RIVETS AND BURRS
Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE
British Manila or African Hemp—9-16 in., ¼ in. and 5-16 in., 30¾c; ⅜ in., 30¼c; 7-16 in., ½ and 9-16 in., 29¾c; ⅝ in., 29¼c; ¾ in. and larger, 28¾c.
Pure Manila—¼ in. and 5-16 in., 38¾c; ⅜ in., 38¼c; 7-16 in. & ½ in., 37¾c; ⅝ in., 37¼c; ¾ in. and larger, 36¾c.
Sisal—¼ & 5-16 in., 26¼c; ⅜ in., 25¾c; 7-16 in., ½ in. & 9-16 in., 25¼c; ¾ in. and larger, 24¼c.
Lath yarn, 24¼c.
Cotton Rope—3-16 in., 37c; ¼ in. and up, 36c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.
Set Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS
No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK
10 gauge $10 00
12 gauge 10 00
14 gauge 10 00
16 gauge 10 35
18-20 gauge 10 40
22-24 gauge 10 45
26 gauge 10 50
28 gauge 10 65

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET
See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, round head, $6.25 flat, Fort William, $7.60 Winnipeg; galvanized staples, $6.90 Fort William, ... Winnipeg.

STEEL
Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—
20 x 28 I.C. box............ $26 25
20 x 28 I.X. box............ 29 50
20 x 33 I.C. box............ 32 50
20 x 33 I.X. box............ 36 50
Terne plates 24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 78
Cotton, 3-ply, balls	0 80
Cotton, 4-ply, cones	0 84
Cotton, 4-ply, balls	0 88

VARNISHES—
Stephens' Luminette, gal....$4 00
Stephens' Exalite, gal. 4 75
Lion Brand Color Varnish, per gal. 4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial, Pearl, list plus 2½% advance.
Premier, Canada, Diamond, plus 40%
Whitewear, 22½% off.
Japanned Ware, list, plus 45%
Japanned Ware, white, list plus 57½%
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 20-10-2½% discount.
Stamped Ware, retinned, 15-5-5%
Pieced Tinware, ordinary, list plus 90%
Pieced Tinware, copper bottoms, list plus 105%
Sheetiron Ware, list plus 72½%.
Light Galvanized Pails, plus 72½%
Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 50	$23 00
¼ in.	19 80	20 30
5/16 in.	18 60	19 10
⅜ in.	17 25	17 75
7/16 in.	16 20	16 70
½ in.	15 60	16 10
9/16 in.	15 45	15 95
⅝ in.	15 30	15 80
¾ in.	15 15	15 65
⅞ in.	15 00	15 50
1 in.	15 00	15 50
1⅛ in.	15 00	15 50
1¼ in.	15 30	15 80
1⅜ in.	15 30	15 80

WASTE
Cream, polishing $0 30

WHITE
XXX Extra $0 26
XX Grand 0 24½
XLCR 0 23
X Empire 0 21½
X Press 0 19½

COLORED
Fancy $0 21
Lion 0 19
Standard 0 17
Popular J 0 15
Keen 0 13
Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB
Lyman, 4-point, $6.35 Winnipeg; Glidden Cattle, 2-pt., $6.15 Winnipeg; Baker, 2-pt., $6.05 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.
Patented screen in 100-ft. rolls $3.56 per 100 sq. ft.; in 50-foot rolls, $3.50 per 100 sq. ft.

WIRE — PLAIN
Bale ties, 14-gauge, single loop, $8.65 Winnipeg, $8.00 Fort William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $7.60; No. 10, $7.66; No. 12, $7.80; No. 14, $8.00; No. 15, $8.10; No. 16, $8.30 per 100 lbs.

WRENCHES — NUT
Agricultural—
6-inch $7 60
8-inch 9 15
10-inch 10 75
12-inch 13 80
15-inch 18 45
Perfect Handle—
6 inch 15 00
8 inch 17 50
10 inch ....
12 inch ....
15 inch ....
18 inch ....

WRENCHES—PIPE

	Trimo Each	Stillson Each
6 inch	....	1 60
8 inch	....	1 80
10 inch	1 81	2 00
14 inch	2 50	2 80
18 inch	3 63	4 00
24 inch	5 25	5 80
36 inch	....	10 80

Always Ready	Black — Dozen—	N. P.
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

PYREX
Transparent OVEN-WARE

PIE PLATE—SIX-SIDED

CUSTARD CUPS

Saves Fuel, Food and Labor

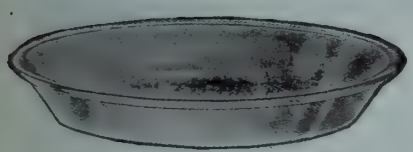
INDIVIDUAL BAKER—ROUND (RAMEKIN)

PYREX saves about one-half the fuel usually required, because it absorbs nearly all the oven heat and bakes food quickly.

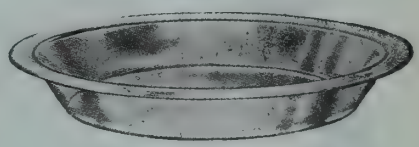
PYREX saves labor—it is always free from grease and odors, for nothing can penetrate the hard, smooth surface.

PYREX saves food in many ways. Meats, vegetables, etc., when cooked in PYREX, retain their natural color and flavor to such a degree that economy may be practised in buying the less expensive kinds and yet have delicious food. Most foods usually cooked on top of the stove can be better prepared in the oven.

Every practical shape and size for baking is made in PYREX. It is ready for immediate use and never discolors, rusts, crazes, dents or chips.

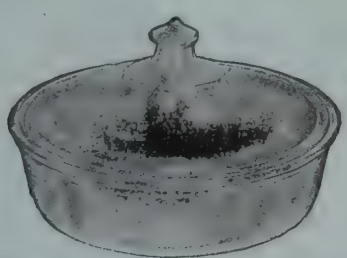


PIE PLATES—ROUND



PIE PLATE—ROUND
Wide Rim

CASSEROLES—ROUND



CASSEROLE—ROUND—SHALLOW

CASSEROLES—OVAL

The J. H. Ashdown Hardware Co., Limited
Winnipeg, Canada
Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines
Harness Oil Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

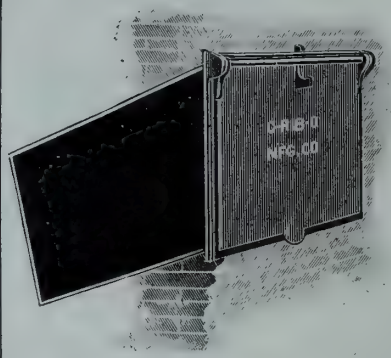
Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

Kindly Mention Where You Saw the Advertisment



O-Rib-O

Square Coal Chute

Our wind- and water-proof Square Coal Chute, shown here, is fitted with a self-locking device. The door is made with a flange that fits over the rim of the frame. Serviceable, safe and sound. With walls under 12" thick, use No. 1 or No. 4. Over 12", No. 2 or No. 5.

Write for more details.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

ARNETTIZE YOUR STORE

You can tell an Arnettized Store as soon as you enter it, because its arrangement and display are the utmost in store efficiency.

Write us for illustrated catalog and details of Arnett Service for your store.

Thomas Lewis Arnett
SOURIS, MAN.

HARDWARE SPECIALTY LINES WANTED FOR WESTERN CANADA

P. R. BRECKEN, Limited
Manufacturers' Agent
108 Sixth Avenue West
CALGARY ALBERTA

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.

OWL BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by

THE OWL METAL CO., LTD.
WINNIPEG, MAN.

KINREAD'S KANT-BREAK HALTER

"The Line of Progress"
R. R. Kinread
72 - 74 Princess St. Winnipeg

MILBRADT LADDERS

are made in many styles and to fit all kinds of Shelving. They are made to order.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

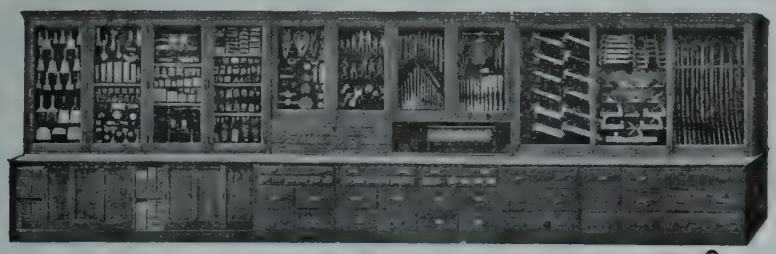
John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN., U.S.A.

HARDWARE SPECIALTIES
BRASS AND ALUMINUM CASTINGS
GREY IRON CASTINGS

MAGNET METAL & FOUNDRY CO., LTD.
WINNIPEG, MAN.

"DULUTH"

Sectional Hardware Store Equipment



Well-Displayed Goods Make Sales Easy

The display doors used in Duluth Cabinets are not ordinary doors, hung with ordinary hinges, to ordinary open shelving—they are far more than that. They are constructed so carefully and well, and are so substantially hung, that when the samples are all in place on the green felt-covered panels in the rear, the doors will not sag or bind. When one considers the number of times each day in the year these display doors are opened and shut, one can quickly see how important it is that they be properly made. This is only one of the many features of Duluth Sectional Hardware Store Equipment that is carefully and thoroughly planned and constructed.

Write to-day.

Makers of "Duluth" Sectional Hardware Store Furniture.

Ask for Complete Catalogue No. 10

Duluth Show Case Company, Duluth, Minnesota, U.S.A.

North Star Oil & Refining Company LIMITED

WILLIAM PENN MOTOR OIL

"High as the Stars in Quality"

Red Star Gasoline

★

Family Safety Coal Oil

Head Office
WINNIPEG
Branches throughout the West

Anti-Freeze!

DEALERS ORDER NOW

THE GUARANTEED

Polar Liquid Anti-Freeze

THE RELIABLE GLYCERINE ALCOHOL SOLUTION

From

MOTOR PRODUCTS, LIMITED
WINNIPEG PAINT AND GLASS CO., LIMITED
D. ACKLAND & SON, LIMITED
THE POLAR LIQUID CO., LIMITED
WINNIPEG

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

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Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.

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The Adamson Mfg. Co., Hamilton, Ont.
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Auto Specialties Co., Fort Erie, Ont.
Benjamin Electric Co., Toronto
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Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
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The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
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Wilkinson & Kompass, Hamilton.
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Millers Falls Company, Millers Falls, Mass.

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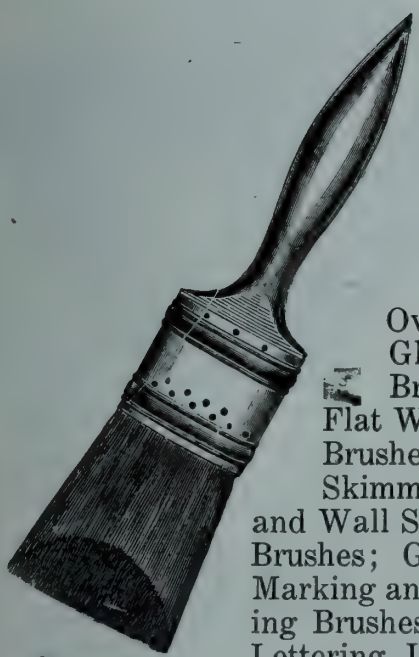

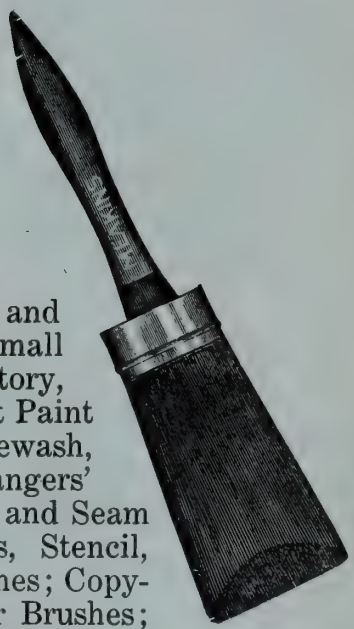

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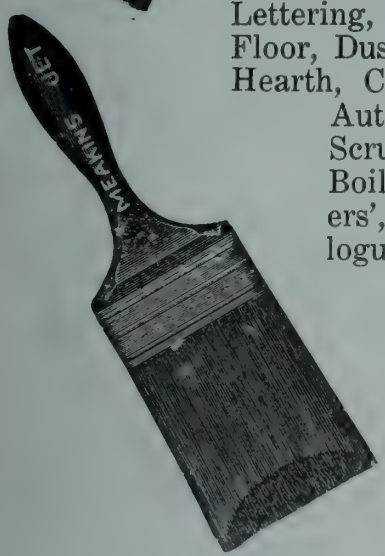

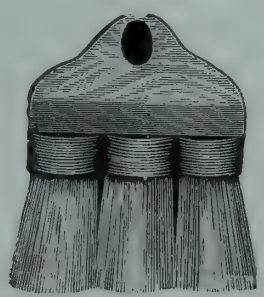

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Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
The Hesco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd. Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fence Posts, steel
Burlington Products Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

G R

MINISTRY OF MUNITIONS

THE DISPOSAL BOARD HAVE

STOCKS

LYING IN THE UNITED KINGDOM

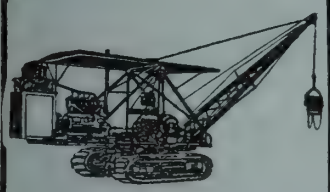
and

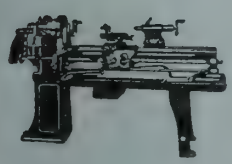
AVAILABLE FOR EXPORT

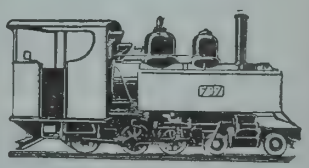
of

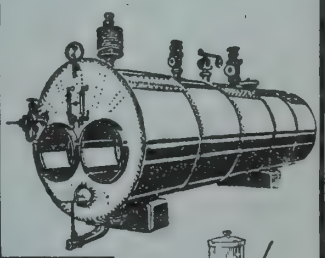
ENGINEERING STORES

Ferrous and Non-Ferrous Metals
Plant and Machinery
Steam Engines and Boilers
Factory Stores
Machine Tools
Railway Material
Contractors' Stores
Electrical Instruments and Machinery
Medical Stores
Chemical and Explosives
Motor Vehicles
Agricultural Machinery
Aircraft
Furniture
Textiles and Clothing
Boots and Leather Equipment
Motor Boats, etc., etc.



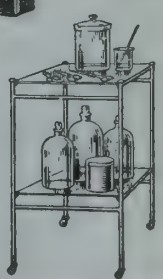






Buyers should instruct their representatives in the United Kingdom to communicate with the Secretary, Disposal Board, Ministry of Munitions, Caxton House, Tothill Street, London, S.W.1.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal. Que.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Middletown, N.Y.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Middletown, N.Y.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Slater & Barnard, Ltd., Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

"Here's My Store" —*Winthrop Wise*

Only one dealer to a locality—and the full power of our whole campaign is directed right at his store. Bigger and better than ever are the plans we have devised for our Exclusive Agents this year.

Kyanize
KY-AN-IZE

VARNISHES and ENAMELS

A line of quality products that will build up a long line of satisfied customers. *Kyanize* has doubled and tripled the business of many hustling dealers. Backed by the most aggressive, original and powerful advertising ever devised on an Exclusive Agency Proposition. Big space in the leading magazines, signs, cut-outs, and smashing window displays, including Winthrop Wise, the twenty-four-hour-a-day salesman. A live-wire proposition all through.

PROGRESSIVE MERCHANTS—WRITE US

There's a real opportunity open to one aggressive merchant in localities where there is now no Agent. If there is no *Kyanize* Agent in your town write us to-day. Our proposition will interest you.

BOSTON VARNISH COMPANY
Everett Station 49
Boston, Mass., U. S. A.

CANADIAN WHOLESALE DISTRIBUTORS:

J. H. Ashdown Hardware Co., Limited
Winnipeg - Edmonton - Calgary - Saskatoon

Townsend Paint Manufacturing Company
Montreal, P.Q.

Bogardus, Wickens, Limited
Vancouver, B.C.

Sturgeons Limited
Toronto, Ontario

Robertson, Foster & Smith Limited
St. John, N.B.

This product has doubled and tripled the business of other dealers. It can do the same for you.

These Framed Panel Signs, showing the actual colors on wood, furnished FREE.

Kyanize
KY-A-NIZE

THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, On
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co of Canada Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
Slater & Barnard, Ltd., Hamilton, Ont.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Montreal.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Barrett Roofings, Cements Industrial Paints etc.

Barrett *Everlastic "Rubber" Roofing*

THIS popular priced roll roofing is the biggest value for the money of any prepared roofing on the Canadian market. It is easy to lay, thoroughly weatherproof and very durable.

Do not overlook the fact that your customers are preparing their barns, outbuildings, and other structures for winter, and that Everlastic "Rubber" Roofing will help them do it. Don't disappoint them by not being able to meet their needs.

Everlastic "Rubber" Roofing comes in light (1-ply), medium (2-ply), heavy (3-ply) weights, in rolls containing 108 square feet. Nails and cement are packed in each roll.

Barrett

Everlastic Liquid Roofing Cement

THE big demand this fall for "rubber" roofings and roofing felts make them high in price and hard to get. As a result, many old roofs are being repaired.

Everlastic Liquid Roofing Cement is without an equal for resurfacing and renewing the life of all kinds of prepared and "rubber" roofings.

Don't miss this big sales opportunity.

It is sold in all sized packages from 1-pint cans (as in rolls of our Everlastic Roofing) to barrels containing 40 gallons.

Barrett

Elastigum Plastic Patching Cement

HERE is another roof-repair material which is supreme in its field. A tough, elastic, adhesive, waterproof, plastic cement for patching holes and leaks in roofs of all kinds, and for repairing flashings, relining gutters, stuffing cornices, etc.

Easy to apply and sticks tenaciously to either a dry or wet surface. It comes ready for use—requires no heating or mixing. Put up as follows: 1 lb. Tins (cases of 24 Cans), 5 lb. Packages (12 to the Case), 25 lb. Packages, 100 lb. Packages, ½ Barrels of about 300 lbs., and Barrels of about 600 lbs.

The Barrett Company
LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER
ST. JOHN, N.B. SYDNEY, N.S. HALIFAX, N.S.

Model chicken house and (at right) an up-to-date hog house, both covered with Everlastic "Rubber" Roofing.

THE BUYERS' GUIDE

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Middletown, N.Y.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Saws, Power
Clemson Bros., Inc., Middletown, N.Y.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man..

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TRADE MARK

Dependable Roofing and Building Papers

"Cyclone" and "Joliette" Brand Sheathing
Tarred Fibre Building Paper and Sheathing

Blue Resin Sized Sheathing, Dry Straw Sheathing, Tarred Straw, Carpet Felt, "Surprise" and "Monarch" Sheathing

"Black Diamond" Tarred Felt

"Crown" or "Slater's" Tarred Felt, 2 and 3-ply Ready Roofing, Coal Tar, Pitch and Roofing Cement, Shingle Varnish

Headquarters for Rubber and Patent Roofing

"Crown" Twin Shingles

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Established 1879

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BRIGHT—BLUED—COATED "SPECIALS" OUR SPECIALTY

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COPPERED, TIN, BRIGHT ANNEALED, OILED & ANNEALED HAY BALING WIRE

BALE TIES

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

Enamelled Lithographed Toys

We have a nice variety of strongly made, sensible Toys in Enamelled Ware as well as in lithographed and plain Tin Ware.

These Enamelled Kitchen Sets are made in "Colonial," "Premier" and "White Ware" and are furnished in handy cardboard boxes. Davidson's Toys are always a satisfactory line. Write us for new Toy Catalogue.

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Steel Foundry Division:
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DAVIDSON'S PREMIER MADE IN CANADA SEAL OF DURABILITY

DAVIDSON

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
F. W. Lamplough & Co., Montreal.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Dorken Bros. & Co., Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
The B. Greening Wire Co., Ltd., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Screen Doors
The Kasement Skreene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

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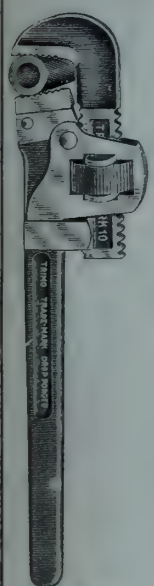
THE WORD TRIMO



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The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

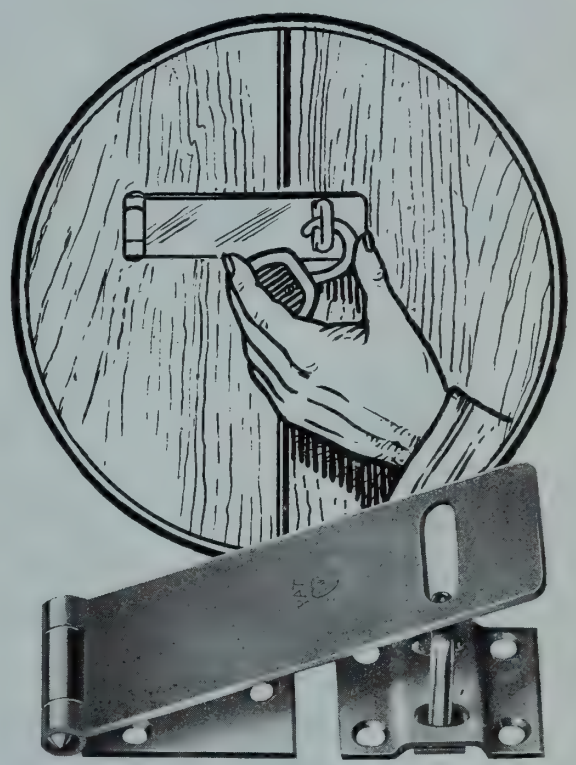
The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

Safety Padlock Hasp No. 915

Positive Security



WHEN closed all the screw holes are covered, making this Hasp as nearly burglar proof as possible.

Made in Wrought Steel in sizes 3-4½-6 inches.

No. 915½ is the same as No. 915 except being extra heavy and made in 7 inch size.

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Canadian Selling Representative:

A. MacFarlane Co., Coristine Bldg., Montreal

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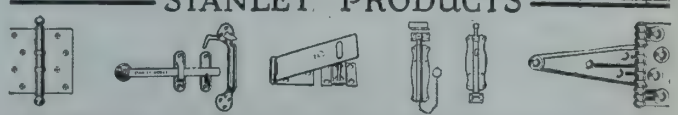

The Stanley Works-New Britain, Conn., New York, Chicago.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shellac
Stewart & Wood, Ltd., Toronto.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sickles
The Burrowes Mfg. Co., Toronto, Ont.

Sifters, Ash
Wiebusch & Hilger, Ltd., New York, N.Y.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.
Dingley Bros., Export, Limited, Lindsay Bldg., Montreal, Que.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Syphons
The Anthes Foundry Co., Limited, Winnipeg, Man.

Tacks
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

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Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tarred Welts
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Timers for Ford Cars
The Franco-British Supply Co., Winnipeg, Man.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

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Canadian K.K. Co., Ltd., Elora, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

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Stanley Rule & Level Co., New Britain, Conn.

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Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

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Gutta Percha & Rubber Ltd., Toronto.

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Standard Tube Co., Woodstock.

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Stewart & Wood, Toronto.

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Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
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Landers, Frary & Clarke, New Britain, Conn.
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Hoyt Metal Co., Toronto, Ont.

Valve, Air
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Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

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The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

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Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
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Martin-Senour Co., Ltd., Montreal.
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The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

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Canadian Veneering Co., Acton Vale, Que.

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Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

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Williams & Co., J. H., Brooklyn, N.Y.

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C. A. Shaler Co., Waupun, Wis.

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Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
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Walnut Seats
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Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Dowswell, Lees & Co., Hamilton.
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Great West Electric Co., Ltd., Winnipeg, Man.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

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Schultz Bros., Brantford, Ont.

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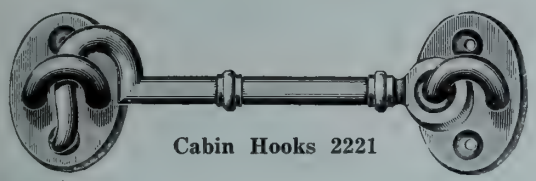

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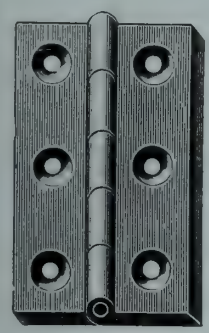

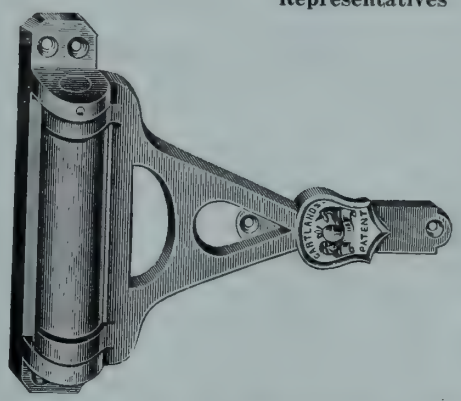

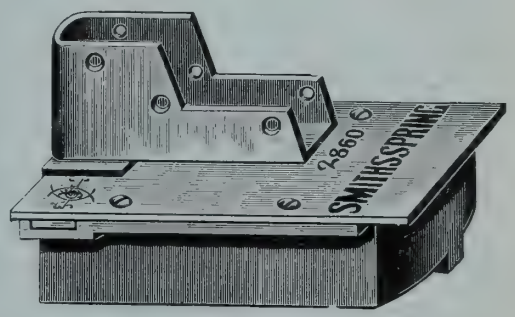

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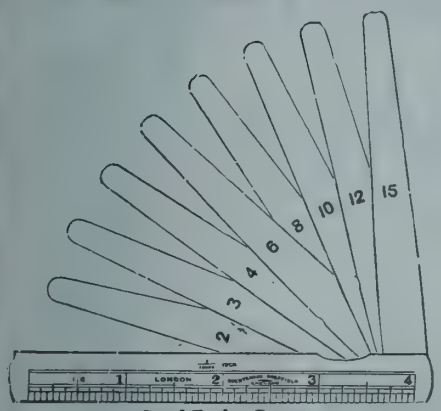

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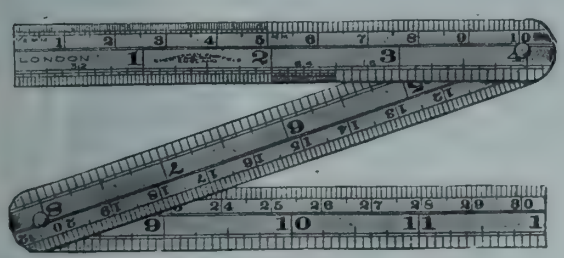

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H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
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Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

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Steel Co. of Canada, Ltd., Hamilton.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
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J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

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Canada Metal Co., Ltd., Toronto.
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10	2⅞ in.	4.50
11	3 1/16 in.	4.50
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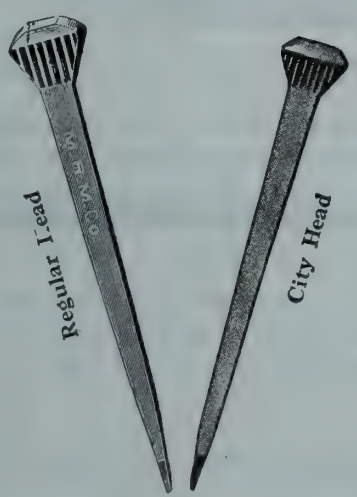

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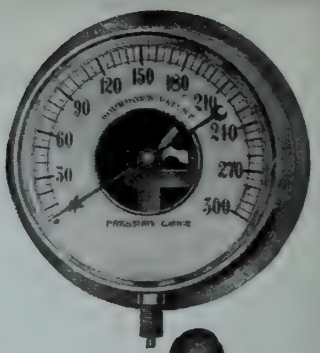

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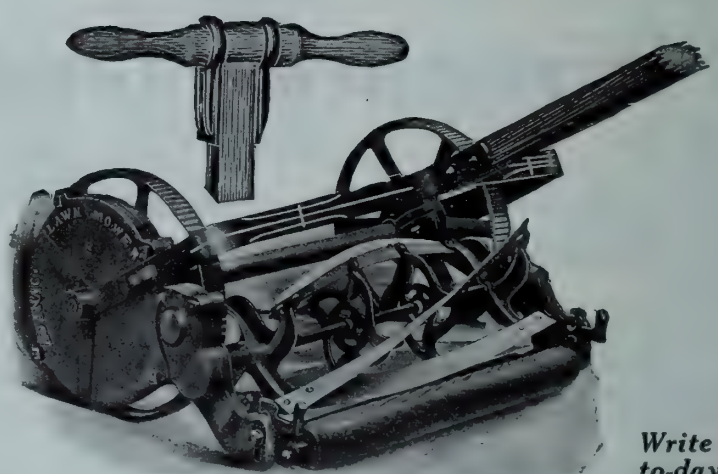


Write to-day for latest quotations

Taylor-Forbes Co., Limited

Taylor-Forbes Co., Limited,
246 Craig St. W., Montreal.

H. C. Rogers, Ltd.,
147 Prince William Street,
St. John, N.B.

Head Office and Works:

GUELPH, ONTARIO

Taylor-Forbes Co., Limited,
1070 Homer St., Vancouver, B.C.

H. F. Moulden & Son,
314 Confederation Life Bldg.,
Winnipeg.

If interested tear out this page and place with letters to be answered.

A Full Guarantee of Satisfaction

Morrison Valves

Morrison Valves are specified on nearly all drawings for important contracts.

Your customers know the excellent reputation of Morrison Products and buy them readily.

They have great confidence in the reliability and service of these efficient valves.

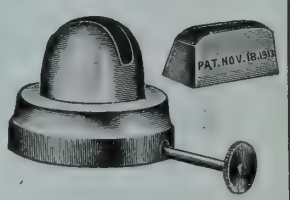
Morrison Products are profitable to handle and fully guaranteed.

James Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West - - Toronto

A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)



No. 2 Cold Blast Correct Lamp Burner

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

The Schultz Manufacturing Company
LIMITED
HAMILTON, CANADA

Give us your Wholesaler's name and we will send you a sample

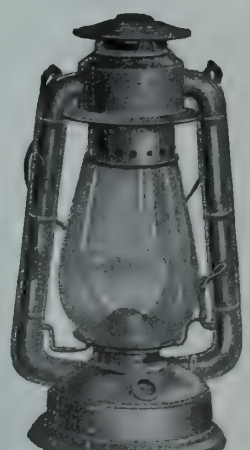


Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

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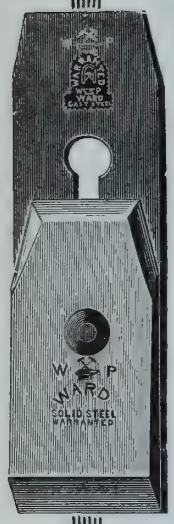
WARD & PAYNE'S

ANVIL BRAND

W P

SHEFFIELD



The **Anvil Brand** of celebrated Tools have been manufactured in England for the last 100 years. In that time the **Ward & Payne** Trade-mark has become a mark of distinction that stands for the **highest quality** in light-edge tools. Build your sales on this excellent reputation. The tradesman takes pride in the possession of a **Ward & Payne** and the dealer makes a splendid profit in selling him.

We are in a better position than ever to supply the Canadian market. Order from your jobber or write our nearest agent.

ALEXANDER GIBB, 3 St. Nicholas St., Montreal.
SHERMAN F. AINSLEE, 62 Temperance Street, Toronto.
BISSETT & WEBB, LIMITED, Winnipeg, Man.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

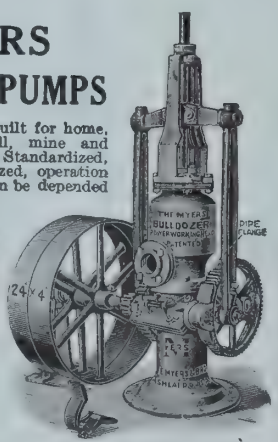
and SIEMENS-MARTIN

OPEN HEARTH STEEL

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
ASHLAND
OHIO

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS

Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.

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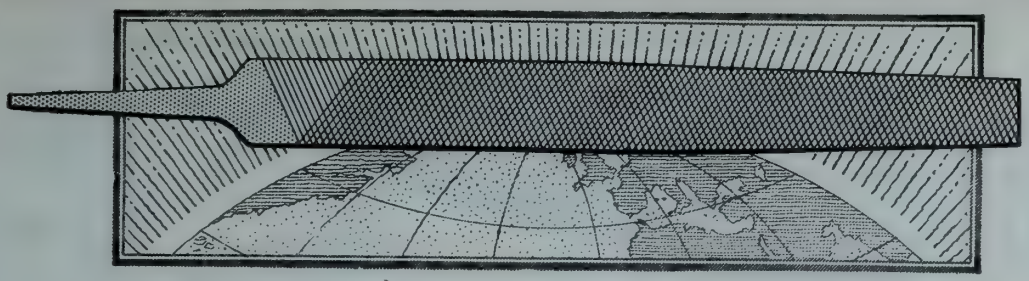


Well Known Names Lower Selling Costs

Why? Because time is money, and you don't have to spend time explaining the merits of a brand everyone knows.

That is why Famous Five Files are a profitable line for you to handle.

Admittedly the standard in file quality for over fifty years, they sell themselves.

Are you lowering your overhead and swelling your profits by carrying these Famous Five brands?—

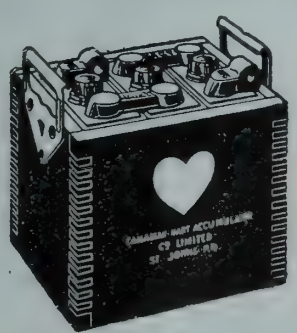
KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

Nicholson File Company

PORT HOPE - ONTARIO

HART BATTERY PROFIT MAKER



Get into good company; join the dealers who are making big profits selling Hart Batteries. Batteries that are free from trouble are what the motorist is looking for. Hart Batteries are absolutely RIGHT or the British Admiralty would never have adopted them for submarines.

Trees' Battery Service

Why not take advantage of our Service Department? Prepay your Batteries to us for all repair work. They will be in the hands of experts, and will be fixed at moderate cost, allowing a margin of profit for you. Estimates will be given before work is undertaken, if requested.

Samuel Trees & Co., Ltd., 42 Wellington St. E., Toronto

ESTABLISHED 1869

If interested tear out this page and place with letters to be answered.

The Famous "MAB" RAZORS

25 years' reputation

Dwarf size for self-shavers.

Large size for barbers.

No. 14 pattern

"Mab" Razors are known throughout the world and recognized by all as the acme of perfection, made from the finest Sheffield steel. Every razor guaranteed perfect. Mab pocket cutlery is also made from the same steel.

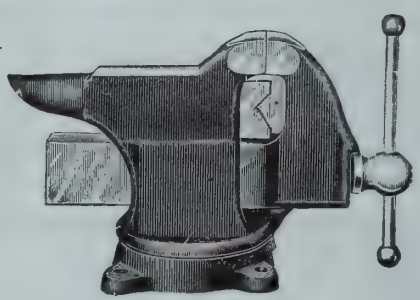
Apply for prices and particulars from our Canadian Agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto. Telephone Main 6510

Made by THE "MAB" CO., Birmingham and Sheffield, England

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241 — Autovise

A combination Pipe and Anvil Vise — particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

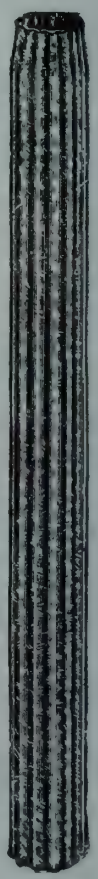
Rock Island Mfg. Co.

Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.

Everyone knows that we make perfect fitting eavetrough, conductor pipe, ridge roll, valleys and accessories, but they do not know that we have a large stock of slate strip shingles (slate surfaced in red and green), and the price is $8.60 per square. They are put up in cartons of half a square.



Wheeler & Bain

Toronto

The subscribers to HARDWARE AND METAL include the largest buyers of hardware in Canada. The circulation of our paper is national, and covers Canada from coast to coast.

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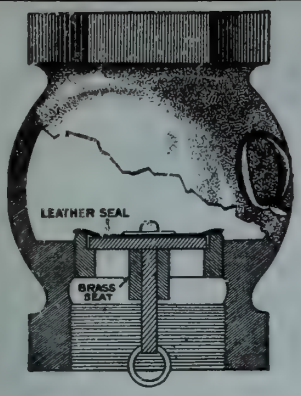


This is a "Q" Foot Valve

And it Just *CAN'T* Leak

There are more pump troubles caused by "leaky" valves than from all the wear and tear which occurs in the average life of a pump.

The "Q" valve will overcome all priming troubles, and water once raised above it, through the suction line, will not leak out.

If you want the pumps you instal to give maximum, you will require to use the only valve on the market that JUST CAN'T LEAK.

Made in sizes from 1 to 8-inch.

R. McDOUGALL CO., LTD.
GALT, CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

in

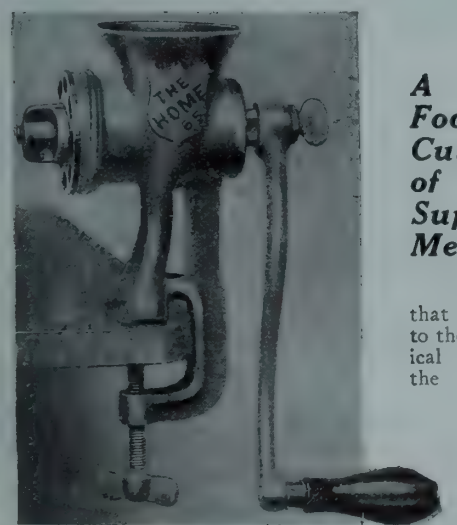
ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.



A Food-Cutter of Superior Merit

that sells easily to the most critical customer—the

Maxwell

"HOME 65"
QUICK—CLEAN—WATER-TIGHT
Open-end cylinder makes it easily cleaned.
Cuts any kind of Food.
Home 65: Family Style. Home 55: A Smaller Model
Made in Canada—Superior to any imported
Write for Proposition.

Maxwells Limited, St. Mary's, Ont.

CORPORATE MARK

"THE GUARANTEE OF QUALITY"

FINE HOLLOW-GROUND
"BEEHIVE" BRAND

RAZORS

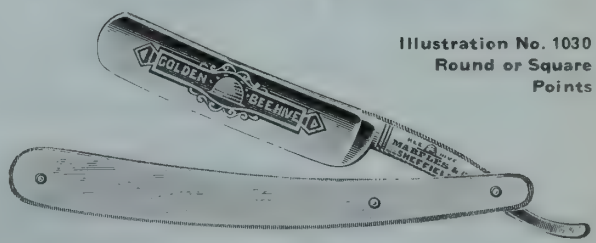


Illustration No. 1030
Round or Square Points

ALSO

"BEEHIVE" Pocket Knives and Scissors

MARPLES & CO.

Beehive Works SHEFFIELD

Canadian Agent: Campbell Agencies, Richmond Bldg., Toronto

CABLE: "BEEHIVE, SHEFFIELD"

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BIG PROFITS

FOR THE RETAIL HARDWARE STORE

SELLING

Tents and Camp Equipment

WE ARE WHOLESALE MANUFACTURERS—TRY US

WOODS MANUFACTURING CO.,
LIMITED

OTTAWA

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Don't Throw it Away

Does Your Granite Dish or Hot Water Bag Leak?

USE **MENDETS**

A PATENT PATCH

Quick Sales
Big Profit
Satisfaction

Occupy But
Little Space
Sell Easy

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

Collette Mfg. Company, Collingwood, Ont.

If interested tear out this page and place with letters to be answered.

Saves Slitting **Paper and Cloth**

Saves Time and Material

Carbalox Convenient Rolls hold a leading place in cutting ability. This wonderfully hard mineral is extensively used for Polished Bearings and Boxes in Metals, Aluminum, Brass, Copper and Steel Work. It aids in reducing cost of production. The workman with a convenient roll at hand need waste neither time nor material in his efforts to produce the best results.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.
Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company Limited
St. Catharines
Ontario

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough, leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & Co., LIMITED
37 St. Antoine Street
MONTREAL

FISHING TACKLE!

Incomparable INCOMPARABLE REGISTERED TRADE MARK. Brand

Buyers are respectfully requested to place their orders for early delivery 1921, NOW.
Our Mr. Thos. Tully will visit Canada earlier this year, beginning his trip in July, and he hopes to receive a continuance of the kindness and courtesy hitherto extended to him by our many friends in the Dominion.

Ludgate, Ryder, Thomas & Co.
Clive Road
Redditch - England
Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois.

LETINCO
STOVE PIPES

Packed 25 pipes in steel containers, which insures safe delivery, and, prevents pipes from rusting.

We can fill all orders. *Write us now.*

THE LESLIE TINWARE CO., LIMITED
114-116 Scott Street OTTAWA, ONT.

THE
LAIDLAW BALE-TIE CO.
LIMITED

Factory and Head Office
HAMILTON, ONT.

We manufacture and carry the LARGEST STOCK of

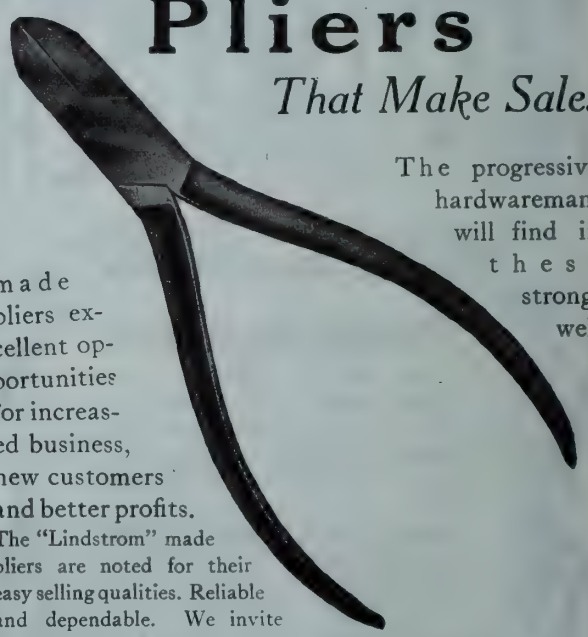
BALE-TIES

in CANADA and are thereby in a position to give IMMEDIATE SHIPMENTS

WIRE ALL SIZES FOR ALL PURPOSES

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. W., Vancouver, B.C.

Pliers
That Make Sales



The progressive hardwareman, will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits. The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

Canadian Agent:
F. W. Lamplough & Co.
46 St. Alexander St., Montreal

Manufacturer:
F. E. Lindstrom
SWEDEN

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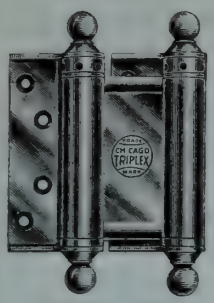


Type No. 2001
Double Acting

TRADE CHICAGO MARK

SPRING HINGES

"Triplex" Spring Hinges are the recognized Standard everywhere. The Type No. 2001 body (center leaf) is formed of **one piece** of metal, making it the strongest and most rigid hinge of its type.
The single action hinge, Type No. 2002, can be supplied with reverse action springs, to hold the door open when released. Both types the best of their kind.

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M. 36

Type No. 2002
Single Acting

BOLINDER'S

FOOD CHOPPING and MINCING MACHINES

THE "BOLINDER" FOOD CHOPPERS

Adjustable for chopping meat—coarse, medium or fine. Can be used to the same advantage for mincing fruit, vegetables, eggs, cheese, etc. Ahead of every other make on account of their many-sidedness.

Food Choppers made in 4 sizes.

The "BOLINDER" Mincing Machines

Are of the very highest standard. All surfaces are smooth to prevent the accumulation of dirt and to facilitate cleaning. **Made in 9 sizes**

Both machines are constructed on the American system and all parts standardized to interchange with other machines of the same type.

The **Cutters** are of case-hardened Swedish steel, specially tempered and practically blunt-proof. The **Tinning** is extra heavily coated by expert workmanship with purest tin.

Exclusive selling rights granted to dealers where we are not actively represented.

For catalogues, prices and terms please write.

J. & C. G. BOLINDERS MEK. VERKST. A. B., STOCKHOLM, SWEDEN

VIKO

Aluminum Cooking Utensils and Specialties

165 Tea Set

Child's Tea Set

Our novel line of Aluminum Tea Sets are immensely popular; the prices are lower than similar sets in enamel ware and compare favorably with china.

Catalogue and Price List on Request

Aluminum Specialty Company
OF CANADA
60 John St. - - Toronto

Also—

Lead Pipe
Sheet Lead
Solders
Ingot Metals
etc., etc.

HOYT METAL CO.
MONTREAL TORONTO WINNIPEG

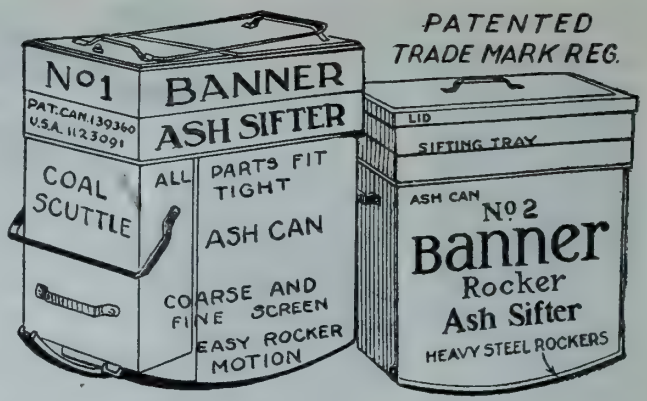
If interested tear out this page and place with letters to be answered.

Mr. Hardware Dealer:—

Are you ready to supply the demand? Are you sure that the ash sifter you recommend is all you claim? We would like you to study the **Banner Ash Sifters** as well as other styles so that you can recommend the best. As for our part, we have no doubt about the **Banner Ash Sifters** being better than others. Still we do not want you to **take our word.** We want the **Banner Ash Sifter** to rise or fall on **their merits.**

We advise ordering early as we have a hard time to meet the demand. Order from your jobber, or

The Burrowes Manufacturing Co.
TORONTO, ONT.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

WHITTALL CANS

for

Meats Vegetables Milk Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans and Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.
MONTREAL
Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
R. H. Phipps, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

QUALITY SERVICE

Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

If interested tear out this page and place with letters to be answered.

We can give Prompt Delivery on the following:

"Elephant Brand"

Tarred and Dry Sheathing

Tarred Felts

7-10-16 ounce weights

Roofing Paints, Plastic Cements, Coal Tar, Roofing and Paving Pitch, Creosote Oils, Fly Oils and Disinfectants, etc. Inquiry solicited.

The
Hamilton Tar & Ammonia Co.
Limited
Hamilton, Canada

Manufacturers:
The Sheffield Twist Drill & Steel Co.
LIMITED
Works: Summerfield St., Sheffield

Telephones:	*LONDON OFFICE:*	Telegraphic Address:
London City 2660.	Suffolk House,	"Proells, Sheffield"
Sheffield - 712. 710.	5, Lawrence Pountney Hill, London, E.C. 4	"Proells, London" "Proells, Paris"
Code ABC 5th Edition		

HIGH TWIST SPEED DRILLS

High-class Drills with **IRRESISTIBLE PIERCING FUNCTIONS** that stand the **WEAR** and **TEAR**—in other words, the **DRILLS** that are **EFFICIENT** and **ECONOMICAL**—are the **DRILLS** with the "**DORMER**" Brand.

We are manufacturing **SPECIALISTS**—Carry large **STOCKS**—Give **PROMPT** deliveries, and rely upon our products for **REPEATS.**

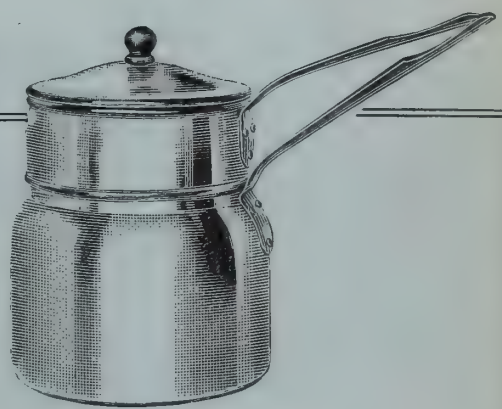
Canadian Agents:
Forrest, Jackson & Forrest
230 Craig Street West
MONTREAL : : CANADA

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada



"VIKO"

Aluminum Products

Salesmaking Features

Tough and durable, stamped from pure aluminum; light weight, attractively designed, rustproof and sanitary, free from poisonous compounds; rounded corners mean easy cleaning; fuel-saving, therefore economical. No enamel to chip; heat quickly and evenly, will not burn; riveted seams. Built for service.

Write for catalogue.

Hurtubise Limited
Successors to
North American Hardware Supply Limited
222 Notre Dame Street West
MONTREAL CANADA

If interested tear out this page and place with letters to be answered.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

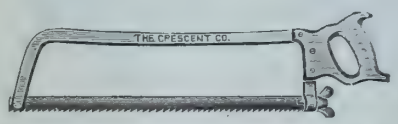
Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

"Crescent"

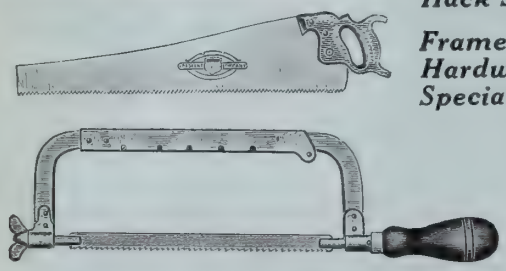
Saleable, Dependable, Profitable



Quick Selling Small Tools,

Hack Saws,

Frames and Hardware Specialties



A line of tools that attracts favorable attention from customers at once. When used they give service that convinces and holds the customer and assures you his future business.

For profit, for turnover, for success, sell the "Crescent" Line.

At Your Jobbers

Campbell Agencies

Toronto, Canada

The Crescent Company, Meriden, Conn.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.

LIMITED

HESPELER, ONT.

THE GENDRON MFG. CO., Ltd.

Makers of a line of goods that are always in demand.

Children's Vehicles
Bathroom Fittings
Coaster Wagons
Sleds and Sleighs

THE GENDRON MFG. CO., Ltd.

137 Duchess Street, TORONTO

If interested tear out this page and place with letters to be answered.

A Profitable Line

When you handle a product with a National reputation for doing good work like the

O-K-SPRA

you know the goods will move quickly. We would suggest ordering from your jobber now. If he cannot supply you write us for prices and literature.

Canadian Potato Machinery Company, Limited

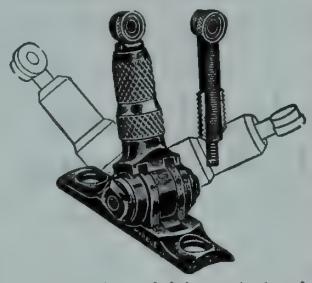
69 Stone Road, GALT, Ontario

MARBLE'S

OUTING SPECIALTIES

Answer the Call

Every item is **real equipment** — safety pocket and camp axes, hunting and fish knives, gun sights and cleaners, fish gaff, compasses, waterproof matchbox, etc. These prices are list—order through your jobber—liberal discounts. Be sure you have Marble's new trade catalog.



Marble's Flexible Rear Sight

known wherever guns are fired — **a perfect rear sight.** Stem is not rigid — held by strong spring —can't be injured by blows or shocks. Two discs furnished. $3.60.

Jointed Rifle Rod

Screwed together it's solid as one-piece rod —can't wobble, bend, break. 3 brass sections, 2 steel joints, steel swivel at end. Brass or steel, 26, 30, 34 in. long. **$1.10.**

Marble's Nitro Solvent Oil

The perfect lubricant—2 oz. bottle, 25c; 6 oz. can, 55c—sample free.

MARBLE ARMS & MFG. CO.,
5350 Delta Ave., GLADSTONE, Mich.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

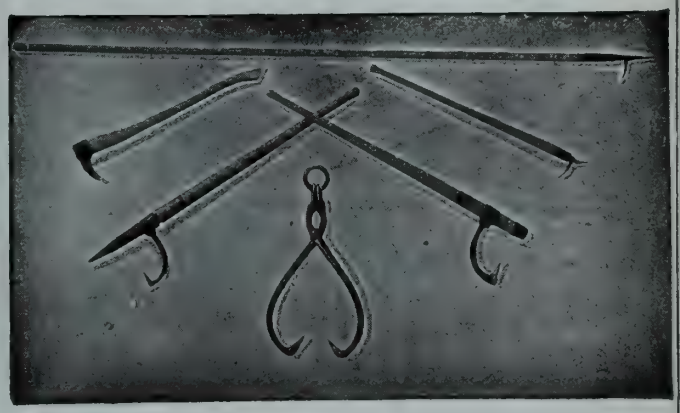
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



CARTER'S

Carter's Genuine Dry Red Lead

A pure, uniform and economical paint and preservative for metal work, steam pipes, etc.

Made from the highest grade of Canadian Pig Lead, highly oxidized and very finely ground. Used with pure Linseed Oil, it is very easy to apply and has unusual covering capacity.

Every sale of Carter's Genuine Dry Red Lead assures you a satisfied customer and a good profit.

Ask for prices on this and the other Carter lines—Carter's Genuine Dry White Lead, Carter's Genuine Orange Lead and Carter's Litharge.

The Carter White Lead Company of Canada Ltd., 91 Delorimier Ave., Montreal

If interested tear out this page and place with letters to be answered.

Cow and Calf Weaner

Impresses Every Stock Owner

KANT-SUK

A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

Imperial Bit & Snap Company, Racine, Wis.

CRANE MALLEABLE FITTINGS

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST PATRICK ST

MONTREAL

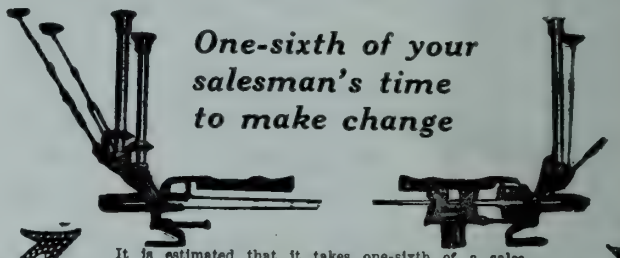
BRANCHES: Toronto, Winnipeg, Vancouver.
SALES OFFICES: Halifax, Quebec, Ottawa, Calgary.

Maple Leaf Belt Dressing

Eliminates Slipping

and increases the life and efficiency of the belt; that's why it means good sales for the dealer.

Dominion Belting Company, Limited
Hamilton Canada



One-sixth of your salesman's time to make change

It is estimated that it takes one-sixth of a salesman's time to make change under ordinary conditions. This means the time of one salesman in a staff of six. Eliminate the running and five salesmen can do the duties of six.

Our Cash Carriers will accomplish this for you, and at a greatly reduced cost with more efficiency. There also would be two persons in every transaction, viz., the salesman and cashier—each checking the other—and your money will be in the custody of one person, and in your office, where it properly belongs. Had you thought of it in this way? Our leaflet explains it fully.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

If It's Great Western

Solder - Lead - Babbitt Metal
It's Good

Made in Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Chamber of Commerce Bldg., Winnipeg, Man.

A. G. Low Co., Saskatoon Sask.

Dixon Safetee Lamps

A Guaranteed Lamp

Safe under all conditions. A good substitute for gas and electricity. Self-operating and guaranteed; every farm is a prospect for one or more.

At all Good Jobbers

The Hamilton Gas Mantle Company, Ltd.
Head Office and Factory: Hamilton, Canada
Toronto, Montreal

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application *Immediate Shipment*

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

Fire Up—

Warm up your Winter trade with a good profitmaking line of brass goods. We can supply you with a complete line of Fire-place Fittings and Brass Goods of all kinds. We shall be pleased to give you all necessary information pertaining to these goods. 'Phone, write, or wire.

Let us serve you.

Our travellers cover Western Ontario and Niagara Peninsula.

Kent-Garvin Co., Limited
Hamilton

The average dealer usually carries various types of Cordage, each possibly efficient in its own limited sphere; why isn't it good business to concentrate on the sale of

AERO CORD

which gives superior efficiency for all purposes, thereby reducing stock and eliminating much unnecessary detail work and which will result in a larger percentage of profit.

AERO CORD will give equal satisfaction indoors or out.

If your Jobber cannot supply you write us.

THE AERO MFG. CO., Limited

Factory: LENNOXVILLE, QUE. **SHERBROOKE, QUE.**

Western Agents:
THE H. L. PERRY CO., LIMITED
Winnipeg, Man.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East. Winnipeg

Sankey & Mason, 839 Beatty Street Vancouver.

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers **NEWMARKET, ONTARIO**

SHEFFIELD CUTLERY

H.R.S & C°
Regd. Trade-Mark

Henry Rogers, Sons & Co., Ltd.

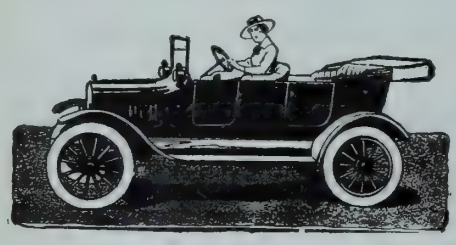
SHEFFIELD Estab'd. 114 Years AND WOLVERHAMPTON **ENGLAND**

Representatives: Harry F. Moulden & Son, Winnipeg

If interested tear out this page and place with letters to be answered.

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.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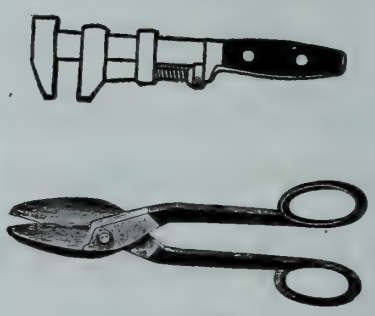
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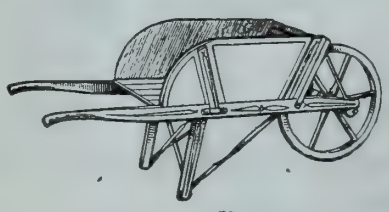
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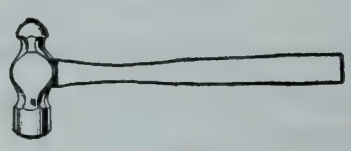
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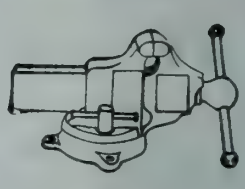


THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

You Have Very Little "Selling" to Do in Connection With

Champion

Dependable Spark Plugs

EVERY engine owner knows that with a Champion in each cylinder he is assured of dependable, efficient spark plug service, even under the most unusual conditions.

Spark plug buyers are ALREADY sold; all you have to do is to supply the demand that we have created for Champions.

Our advertising is telling your customers of Champion dependability, so why not make sure you have on hand a full line of Champions, and be certain the word "Champion" is on each insulator and the "World" trademark on each box?

Champions help to sell your other lines, because users feel that the dealer who sells Champions MUST sell other dependable lines of automotive equipment.

Order from your jobber to-day.

Champion "Heavy Duty"
J A S 43—⅞ inch, 18
Price $1.00
For use in heavy service motor cars, trucks, tractors, and engines.

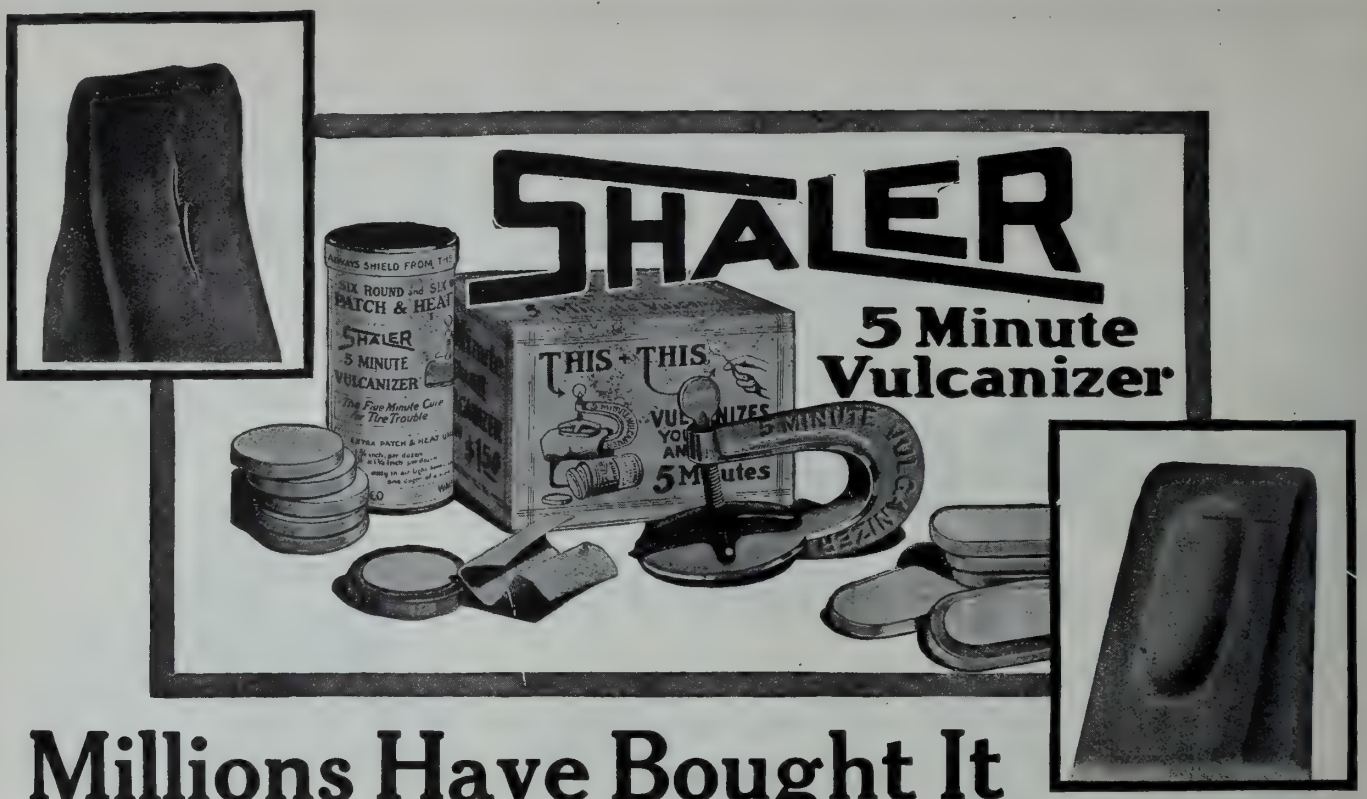
Champion Spark Plug Co. of Canada, Limited

Windsor, Ontario

Largest Factory in Canada making Spark Plugs exclusively and the only factory making "Champions."

113

If interested tear out this page and place with letters to be answered.



Millions Have Bought It
—millions more need it!

Millions of SHALER 5-Minute Vulcanizers have been sold to motorists.

Millions of other motorists are being induced, through our large advertising campaign, to want the SHALER 5-Minute Vulcanizer.

The dealers who sell it make the profits.

Dealers predict larger sales of SHALER 5-Minute Vulcanizers for the future than during the past. Larger repeat-sales—and profits for dealers—must follow.

SHALER 5-MINUTE VULCANIZER

Every sale of a SHALER 5-Minute Vulcanizer is *not* one sale and one profit alone—it means that more sales will follow from the same customer, because he needs to buy the Patch-and-Heat Units regularly for use with the SHALER.

This repeat business comes to you—and brings you regular profits—in addition to your profits from selling the SHALER Vulcanizer—and without any effort on your part.

Get Your Share of This Big Business—Order from Your Jobber Today!

Keep a good stock of SHALER 5-Minute Vulcanizers and SHALER Patch-and-Heat Units. Display them prominently in your windows and on your counters, so that motorists know you sell them. Our advertising will bring customers to your store—the SHALER sells itself. Order from your jobber today or write us at once for full information and catalog of the complete SHALER Line.

C. A. SHALER CO. 1510 Fourth Street Waupun, Wis.

Oldest and Largest Manufacturers of Vulcanizers in the World.

If interested tear out this page and place with letters to be answered.

AMES HOLDEN TIRES

"Universal" Tread

Durable and dependable Tires, Made in Canada and built up to a standard that assures the tire buyer the very maximum of service for every cent of purchase price.

GREY AND RED TUBES

GUARANTEE

Every tire bearing the Ames Holden name and Serial Number is guaranteed free from imperfections in material and workmanship.

Sample Section and prices sent to dealers upon request.

AHM System

AMES HOLDEN McCREADY LIMITED

HALIFAX ST. JOHN QUEBEC MONTREAL OTTAWA
TORONTO LONDON WINNIPEG REGINA SASKATOON
EDMONTON CALGARY VANCOUVER

If interested tear out this page and place with letters to be answered

Big Profits

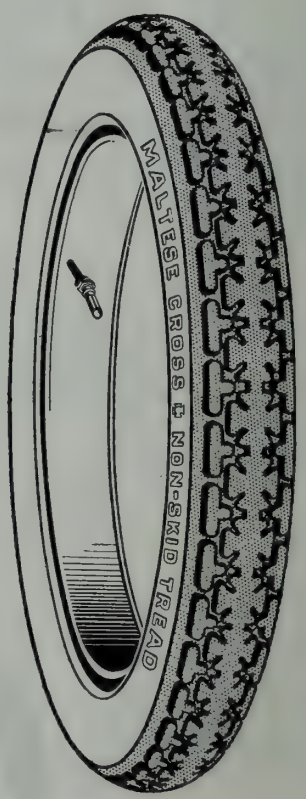
Goods that bear the "Gutta Percha" stamp of quality will increase your trade and insure the good-will of your customers. It is worth while and **pays best** to handle lines you can conscientiously recommend.

"GUTTA PERCHA"

Tubes — Ajax Patches
Talc Powder — Interliners
Blowout Patches
Running Board Mats
Weldacut (for tire tread cuts)

Gutta Percha & Rubber Ltd.
HEAD OFFICES AND FACTORY: TORONTO
Branches in All Leading Canadian Cities

"Gutta Percha" TIRES



These tires "stand up." From coast to coast the report of our inspectors is—"This year's tires are all we ever claimed them to be. A record of absolute satisfaction in every district."

The Tires that Give Satisfaction are the Tires it Pays to Sell

Gutta Percha & Rubber
LIMITED

If interested tear out this page and place with letters to be answered.

San Francisco *to* New York

4 days, 14 hours, 43 minutes

New York *to* San Francisco

4 days, 19 hours, 17 minutes

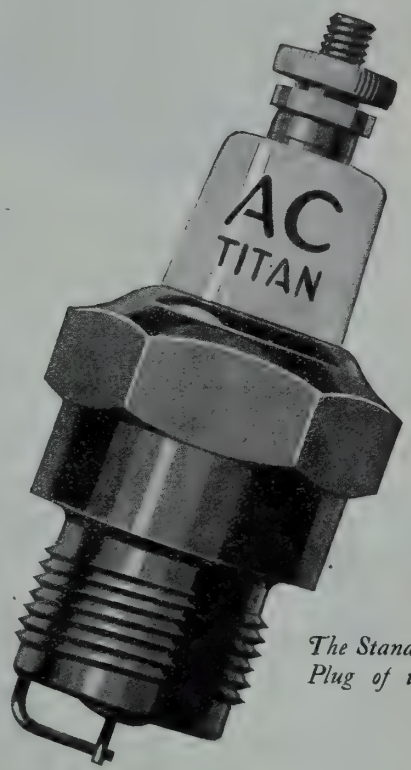
New York *to* Chicago

24 hours, 43 minutes, 50 seconds

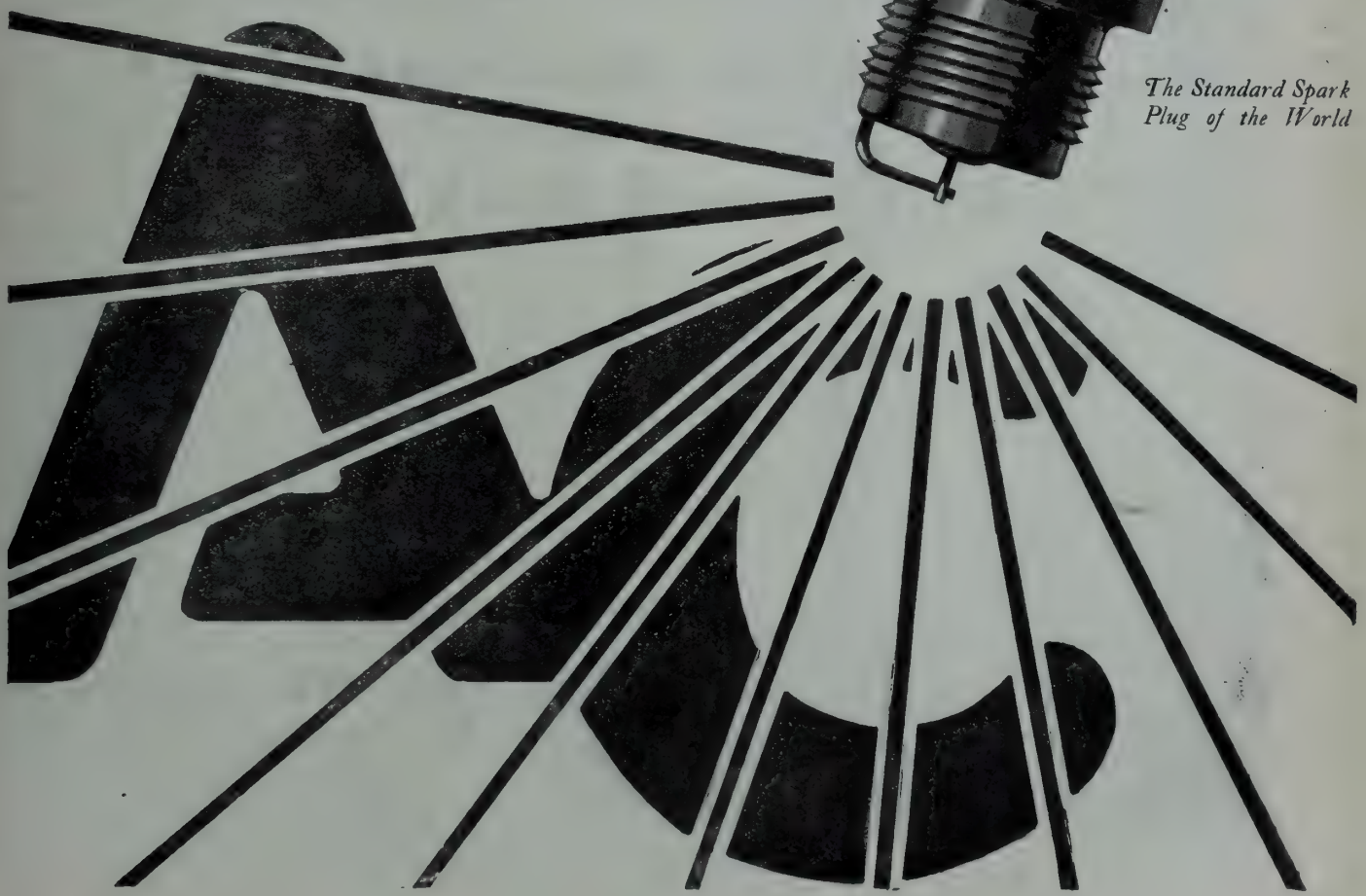
These time-shattering road records, established by three Essex cars, are further evidence of the matchless dependability of AC Spark Plugs. The AC Plugs that fired the engines of these cars were unfailingly reliable in their service. In the two transcontinental runs of 3,347 miles each, every driving condition was encountered, yet the AC's functioned perfectly. They were equal to the exacting demands of high speed, mountain climbing and long, tortuous pulls through sand and mud. Like the manufacturers of the record-smashing Essex and other fine makes of passenger cars that use AC Plugs as standard equipment, dealers who sell AC's can be sure that AC's will do all that is asked of them. AC's have proved this time and again in the most punishing tests. If you do not stock the full AC line and are not profiting from AC achievement, write today for dealer information.

Champion Ignition Company, FLINT, *Michigan*

U. S. Pat. No. 1,135,727, April 13, 1915, U. S. Pat. No. 1,216,139, Feb. 13, 1917. Other Patents Pending



The Standard Spark Plug of the World



COLT'S
FIRE ARMS

A COLT Automatic Pistol or Colt Revolver is the only reason strong enough to convince this intruder that it does not pay to break the law.

You are aiding in the good work of maintaining law and order every time you sell essential home protection—a Colt Automatic Pistol or a Colt Revolver.

Every householder is entitled to the best protection that he can buy, and when you sell a Colt you are giving him the best.

If every household could meet unlawful intrusion with the authority of a Colt Automatic Pistol or Colt Revolver, there would not be so much heard about midnight burglaries.

COLT'S PATENT FIRE ARMS MFG. CO.
HARTFORD, CONN.

Manufacturers of

Colt's Revolvers Colt's Automatic Pistols Colt's (Browning) Automatic Machine Guns Colt's (Browning) Automatic Machine Rifles

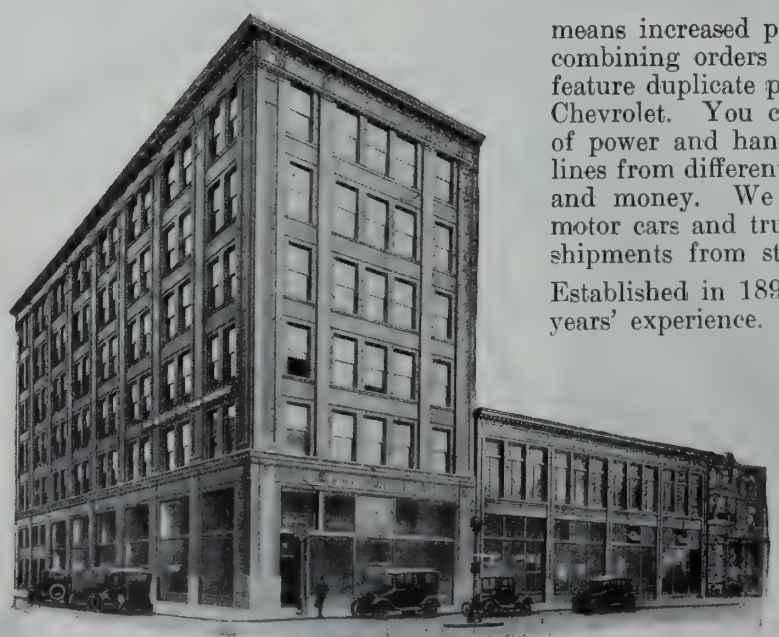
A. MACFARLANE & CO., LIMITED, Coristine Bldg., MONTREAL, CANADA

Illustrated printed matter mailed free on requet

Automotive Accessories

International Service

Combined Buying



means increased profits. You save time and trouble by combining orders to us for all your requirements. We feature duplicate parts for popular cars such as Ford and Chevrolet. You can depend on us for shop equipment of power and hand tools. To attempt purchasing these lines from different factories, means extra expense in time and money. We can supply you with everything for motor cars and trucks, and can make quick, complete shipments from stock.

Established in 1896, the B-R Co. service is based on 24 years' experience.

Tools and Hardware, Garage Equipment, Bicycles and Tires, Cycle Supplies.

Write for Prices, Terms and Catalog. Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

Branches—New York, San Francisco, Detroit, Pittsburgh and Kansas City. Cable Address—"Beckley." Codes—A.B.C. 5th Edition and Western Union.

If interested tear out this page and place with letters to be answered.

Three Reasons Why

Partridge Tires

Are the Choice of Many Dealers

1st: —Every user gets a square deal on adjustments.

2nd:—They are recognized by the Canadian public as the tire that gives most mileage for the money.

3rd:—They are advertised in a large way, from coast to coast, which helps dealers to make quick sales.

Game as their Name.

Will carry the load on any road.

PARTRIDGE TIRES.

F. E. Partridge Rubber Co., Limited

GUELPH ONTARIO

PARTRIDGE TIRES

Game as Their Name

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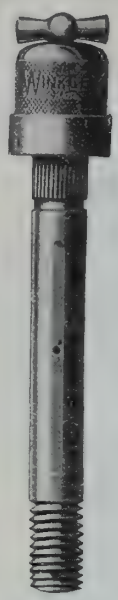
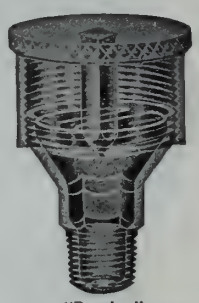


Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"Oil Cup"



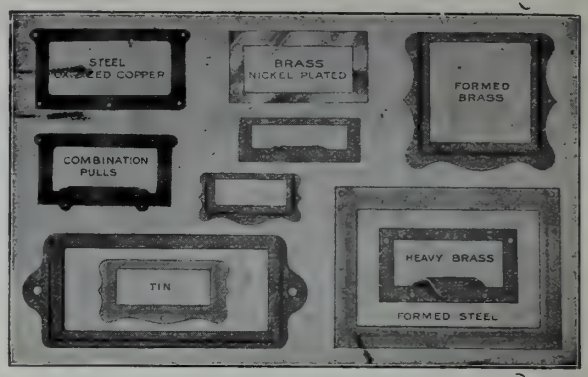
"Ratchet"

"D"

"M"

Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR



Card Holders—Label Pulls

Our card holders and label pulls—23 different styles—enable you to find what you want instantly. Folder showing complete line, with sizes and dimensions, forwarded on request.

Special Plain Flat Washers

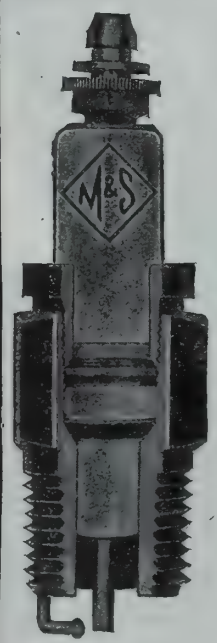
Washers manufactured by us are flat, concentric and accurate in size and thickness.

We have over one thousand different sizes of dies to choose from.

Special shapes of washers are also made to meet special requirements.

Our folder will be gladly sent, showing our large list of dies.

KALES STAMPING CO., Ltd.
63 Walker Road, WALKERVILLE, Ont.,
Manufacturers of Kales "HINDVIEW" Auto Mirrors



The Plug with the Hotter Spark

The ball point of the "M&S" spark plug concentrates the current and intensifies the heat. This gives a sure, hot spark—producing better combustion and greater power.

The "M&S" plug is made in all styles to suit every make of car—it is standard equipment on the popular new Overland "4."

The "M&S" plug is made in Canada and guaranteed to give complete satisfaction.

Dealers:—Ask your jobber for the "M&S" plug.

No.	Models
500	½" Standard
501	⅞" Standard
502	⅞" Long
503	⅞" Long with Chevrolet Terminal
506	½" Long
504	Regular Porcelain
505	Chevrolet Porcelain

MACHINE & STAMPING CO., Ltd.
1209 King St. West
Toronto, Ont.

Commercial Dept.
Russell Motor Car Co., Ltd.

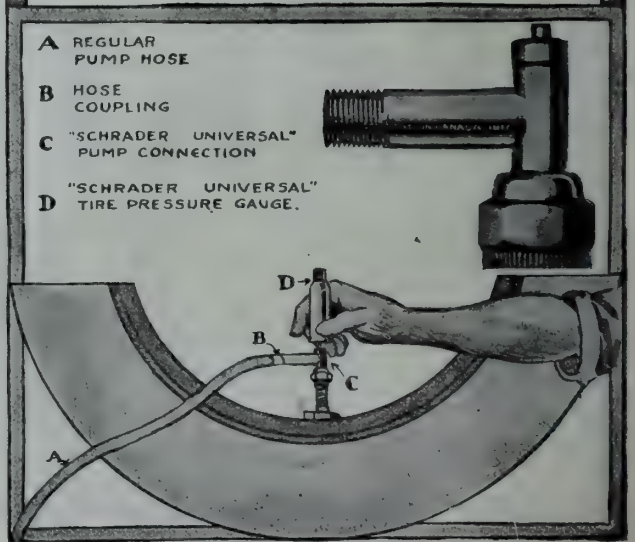
25

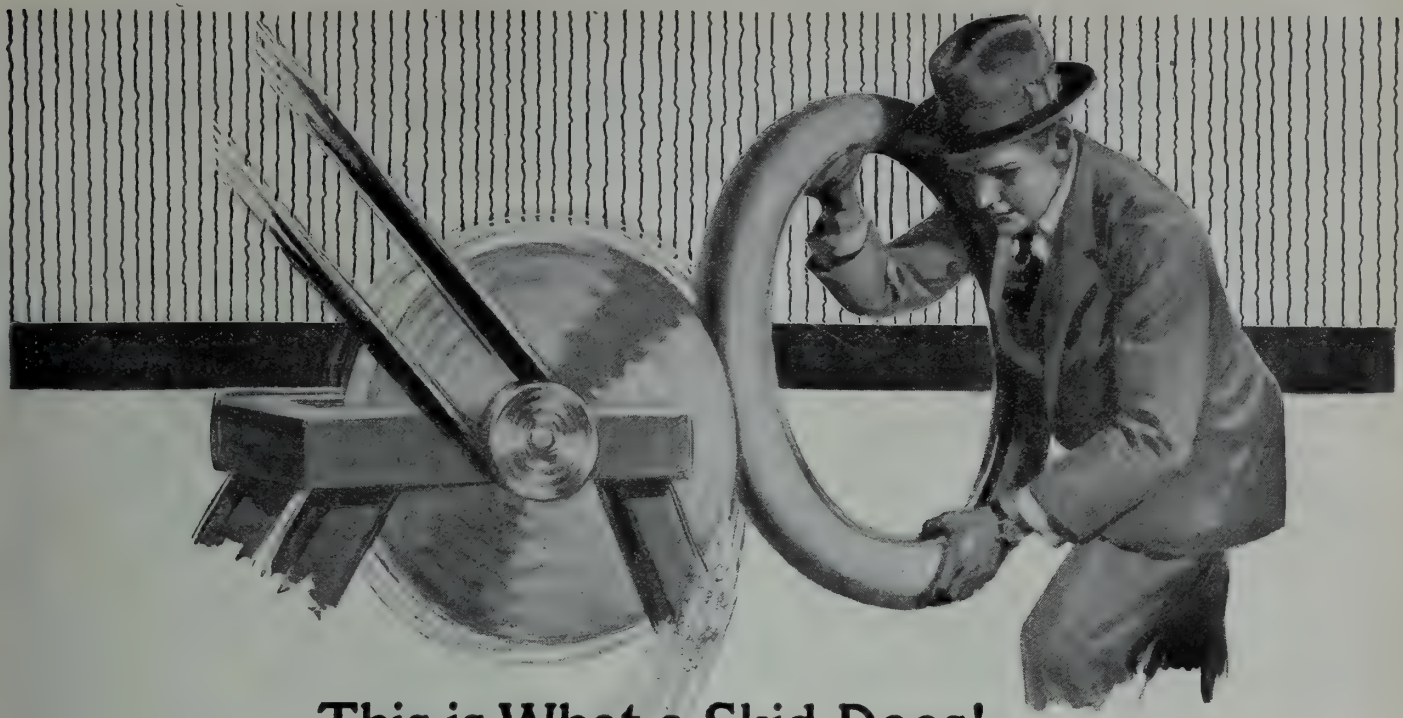
Test Tire Pressure With Pump Hose Connected

SCREW the Schrader Universal Pump Connection to the regular hose-coupling of either hand or power pump, and you can use the Pressure Gauge without removing hose from valve. This saves you a lot of time and trouble. You simply place your pressure gauge over deflating pin. This handy little device costs only 65 cents, but it adds greatly to your convenience.

SCHRADER UNIVERSAL PUMP CONNECTION

Made in Canada by
A. Schrader's Son, Inc.
334 East King Street, Toronto
London, Eng., New York, Chicago





This is What a Skid Does!

It actually grinds away the tire's tread—stretches and weakens the fabric—causes inevitable punctures and blowouts.

Every time you skid you grind off miles and miles of tire service and no matter how careful a driver you may be, when roads are wet and slippery it is next to impossible to avoid skidding unless your tires are equipped with

Weed Anti-Skid Chains

For Protection and Preservation

Weed Chains insure safety, economy and tire protection—Always put them on "At the First Drop of Rain."

MR. DEALER: Write us for advertising material, also for names and addresses of nearest jobbers stocking Weed Tire Chains.

Dominion Chain Company, Ltd.

Niagara Falls, Ontario, Canada.

We manufacture a complete line of welded and weldless chains—all types, sizes and finishes—and every link will hold for the purpose intended.

How Many Fords in Your Town?

Are there 100? 300? 700? or—Well, never mind, there is a flock of them, isn't there?

And practically every blessed one of them needs the wonderful

ADAMSON

Foot Accelerator

It affords perfect throttle control with the foot. Other cars have this convenience. Why not Fords?

Just one moving part, so there is nothing to get out of kilter.

Attached with a wrench and in a jiffy. And it won't rattle, not even one little bit.

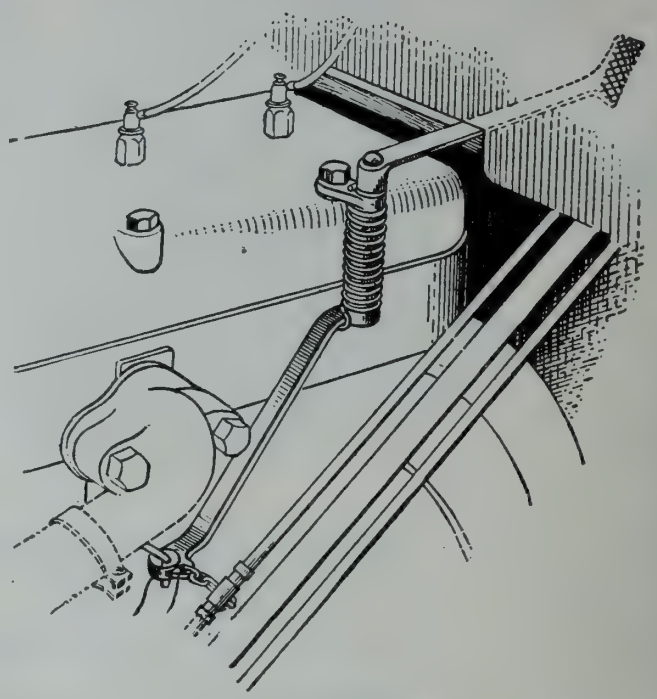
Sells for $2.00.

You can sell—well how many Fords did you say were in your town—well, you can sell just about that many.

Manufactured by

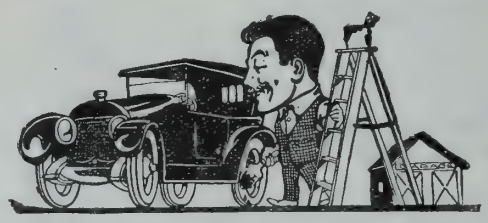
Adamson Manufacturing Co.
Hamilton, Canada

Our prices will save you money, and we can make prompt deliveries.



Accelerator for Fords

It's Easy BEATS-ALL Way



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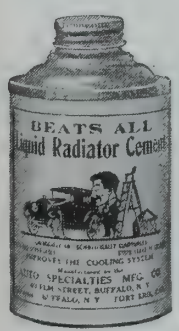

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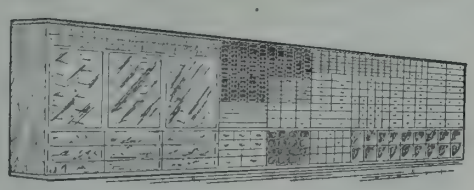

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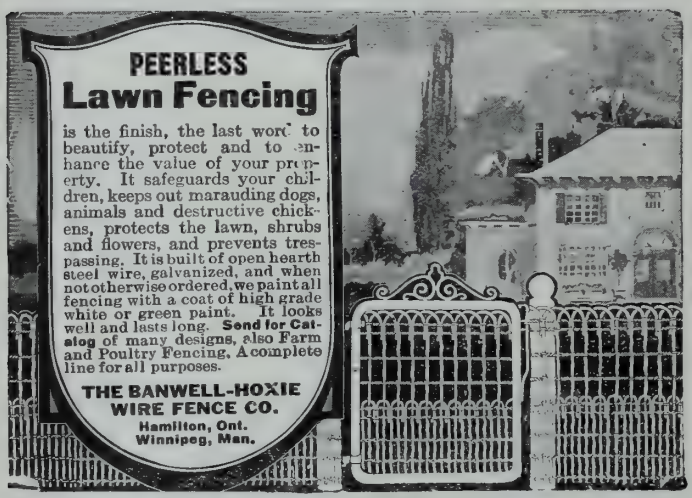

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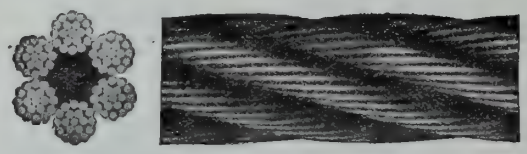

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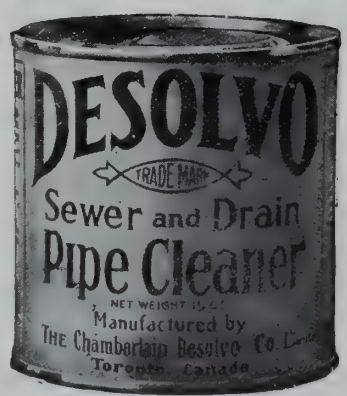

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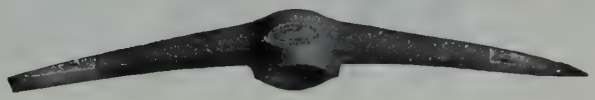

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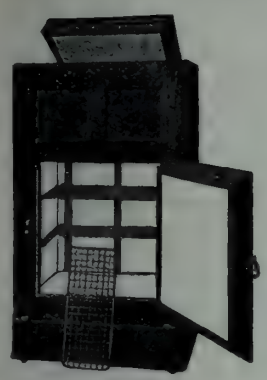

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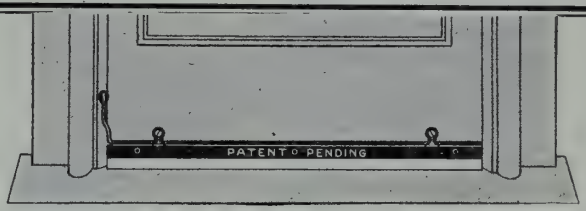

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WANTED

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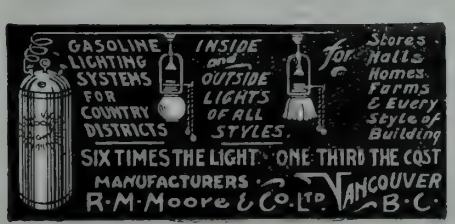

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INDEX TO ADVERTISERS

Adamson Mfg. Co. 136
Ames-Holden-McCready 129
Acme Waste Mfg. Co. 138
Aero Mfg. Co. 125
Aluminum Specialty Co. 119
American Rolling Mill Co. 27
Arnett, Thos. Lewis 86
Ashdown Hardware Co., J. H. 85
Atkins & Co., E. C. 143
Auto Specialties Mfg. Co. 136
Atlas Iron & Metal Co. 139

Banwell-Hoxie Wire Fence Co..... 138
Barnett Co., G. & H. 81
Barrett Co., The 97
Barton Netting Co. 120
Beckley-Ralston Co. 132
Bemis & Call Hdwe. & Tool Co. .. 138
Berry Bros. 67
Boston Varnish Co., Ltd. 95
Bolinder, J. & C., Co. 119
Brandram-Henderson Co., Ltd. 50-51
Boeckh Co., Ltd., The 65
Brecken, Ltd., P. R. 86
Brett Mfg. Co., Ltd. 86
Bradstreets, Ltd. 137
British Smelting & Refining Co. 131
Brown & Sharpe Mfg. Co. 10
Burrows Mfg. Co. 120
Butterfield & Co. 26

Calendar Mfg. Co., John 86
Cameron & Co. 137
Canadian Die Casting Co. 141
Canada Cycle & Motor Co., Ltd.... 73
Can. Foundries & Forgings, Ltd. 36
Canada Metal Co. 73, 103
Canada Steel Goods Co., Ltd. 3
Canada Wire & Iron Goods Co. 138
Canadian Tube & Iron 122
Can. Potato Machinery 123
Canadian Winkley Co., Ltd. 134
Cane & Sons, William 125
Cannon Oiler Co. (successors to R. E. Bloomer) 137
Champion Ignition Co. 131
Carborundum 24
Carswell, Morris & Co. 142
Champion Spark Plug Co. 127
Channel Chemical Co...Inside front cover
Chicago Spring Butt Co. 119
Clayton & Lambert 138
Clemson Bros., Inc. 16-17
Cartland, Jas., & Sons, Ltd. 105
Canadian John Wood Mfg. Co. 138
Carter White Lead Co., Ltd. 123
Caverhill, Learmont & Co. 4
Chamberlain Desolvo Co. 128
Chesterman, Jas & Co., Ltd. 1 5
Climax Baler Co. 141

Coghlin, Ltd., B. J. 108
Collette Mfg. Co. 116
Coleman Lamp Co., Ltd. 18
Colt's Patent Fire Arms 132
Crane Limited 124
Crescent Co., The 122

Dayton Scale Co. ....Outside back cover
Davidson Mfg. Co., The Thos. 99
Diamond Saw & Stamping Works.. 141
Dominion Belting Co. 124
Dominion Chain Co., Ltd. 135
Dominion Metal Co. 141
Dominion Steel & Metal Corp. 79
Doon Twines, Ltd. 141
Dowswell, Lees & Co. 25
Duluth Show Case Co. 87

Eddy Co., E. B. 15
Ellis & Sons, Fred. 106
Eureka Planter Co. 67
Flint Varnish Co., Ltd. 34

Gendron Mfg. Co. 123
Geneva Cutlery Co., Ltd. 23
Gipe-Hazard Co., Ltd. 124
Gildden Co., The 69
Graham Nail Works, The 99
Great Western Smelting & Refining Co. 124
Goodell-Pratt Co. 30
Greening Wire Co., Ltd., B. 33
Greb Co., The 141
Greenfield Tap & Die Corp. 13
Guelph Spring & Axle Co. 141
Gurney Foundry Co. 14
Gutta Percha & Rubber Co. 130

Hamilton Gas Mantle Co. 124
Hamilton Cotton Co. 121
Hamilton Tar & Ammonia Co. 121
Hamilton Stamp & Stencil Works.. 141
Hamilton Stove & Heater Co. 6
Hobbs Mfg. Co., Ltd. 81
Hoyt Metal Co. 119
Hurtubise Ltd. 121
Hutton & Co., James 124

Imperial Varnish & Color Co. 77
Ingersoll File Co., Ltd. 107
Imperial Bit & Snap Co. 124
International Varnish Co....Front cover
International Business Machines .... Back cover

Jardine & Co., A. B. 122
Jennings Mfg. Co., Russell 141

Kales Stamping Co., Ltd. 134

K. P. Products Co. 137
Kent, Garvin & Co. 124
Kinread, R. R. 86
Kinzinger, Bruce & Co. 141

Laidlaw Bale Tie Co. 118
Lamplough & Co., F. W. 118
Landers, Frary & Clark 2
Leslie Tinware Co., Ltd. 118
London Rolling Mill Co. 112
Ludgate, Ryder & Thomas Co. 118
Lufkin Rule Co. of Can., Ltd. 142

Macfarlane, A., & Co. 29
Mab Company, The 114
Machine & Stamping Co. 134
Manning, Hinton & Brissenden 141
Magnet Metal & Foundry Co. 86
Marble Arms & Mfg. Co. 123
Marples & Co. 115
McArthur & Co., Alex. 99
Martin & Co., The L. 115
McDougall & Co., R. 115
Meakins & Sons 89
Maxwells, Ltd. 115
Mica Co. of Canada 141
Ministry of Munitions 93
Montreal Rolling Mill Co. 107
Moore & Co., Ltd., Benjamin 63
Moore & Co., Ltd., R. M. 141
Morrison Brass Mfg. Co., Jas. 111
Myers & Bros., F. E. 112

National Enameling & Stamping Co.. 19
Nagle Mfg. Co., H. 32
Niagara Falls Metal Stamp'g Works 32
Nicholson File Co. 113
Northern Bolt, Screw & Wire Co., Ltd. 32
Northern Electric Co. 141
Northland Ski Co. 137
Nova Scotia Steel & Coal Co. 112
North Star Oil Co. 87

Oakey & Sons, Ltd., John 125
Oneida Community Co. 20-21
O-Rib-O Mfg. Co. 86
Ottawa Paint Works, Ltd. ..... Inside back cover
Owen Sound Wire Fence Co., Ltd. 141
Owl Metal Co., Ltd. 86

Partridge Rubber Co., Ltd. 133
Parmenter, Bulloch & Co. 120
Pink Co., Thos. 123
Plymouth Cordage Co. 5
Polar Liquid Co., Ltd. 87
Prairie City Oil Co., Ltd. 86
Platt & Lambert 75
Progressive Mfg. Co. 137

Ramsay & Son Co., A. 71
Reed & Co., Geo. W. 114
Rice Lewis & Son, Ltd. 1
Rideau Specialty Co. 143
Rock Island Mfg. Co. 111
Rogers & Son, Henry 125

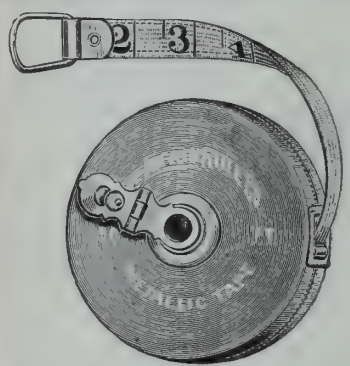
Sand Sons, J. 139
Schultz Mfg. Co., Ltd. 111
Schrader & Son, A. 134
Shaler, C. A. & Co., Ltd. 132
Sheet Metal Products 11
Sanderson-Harold 139
Shaler Co., C. A. 128
Simonds Canada Saw Co. 31
Shurly Co., T. F. 117
Shurly, Dietrich Co. 128
Sheffield Twist Drill Co. ... 121
Simms & Co., T. S. 91
Slater & Barnard, Ltd. .....
Stanley Rule & Level Co. 22
Stanley Works, The 101
Standard Tube Co., Ltd. 139
Starrett Co., L. S. 8
Steel Company of Canada 9
Stauffer-Dobbie Co. 12
Stephens Co., G. F. 83
Stevens Company 141
Still Mfg. Co., J. H. 101

Trees & Co., Samuel 113
Trimont Mfg. Co. 101
Turner & Sons, J. J. 143
Taylor-Forbes Co., Ltd. 110
Toronto Plate Glass Import Co. 81
Turner & Sons, J. J. 139

Union Iron & Metal Co. 117
United States Sand Paper Co. 117
United Brass Founders & Engineers, Ltd. 110

Vol-Peck Mfg. Co. 30

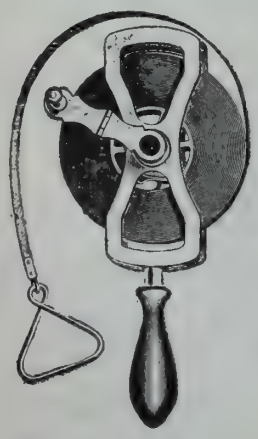
Want Ad. Page 140
Warren Tool & Forge Co. 139
Westco Pumps, Ltd. 108
Ward & Payne Co., Ltd. 112
Wheeler & Bain 117
Whittal Can. Co., Ltd., A. R. 120
Wickware, W. H. 123
Wilckes-Martin-Wilckes 141
Wilkinson & Kompass 139
Wilt Twist Drill Co. of Canada, Ltd. 7
Woods Mfg. Co. 116
Woods & Co., Walter 116
Wrought Washer Mfg. Co. 116
Wright, E. T. Co. 32

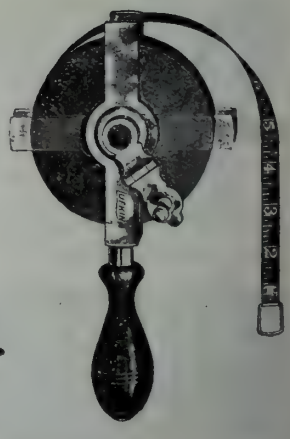


LUFKIN Tapes

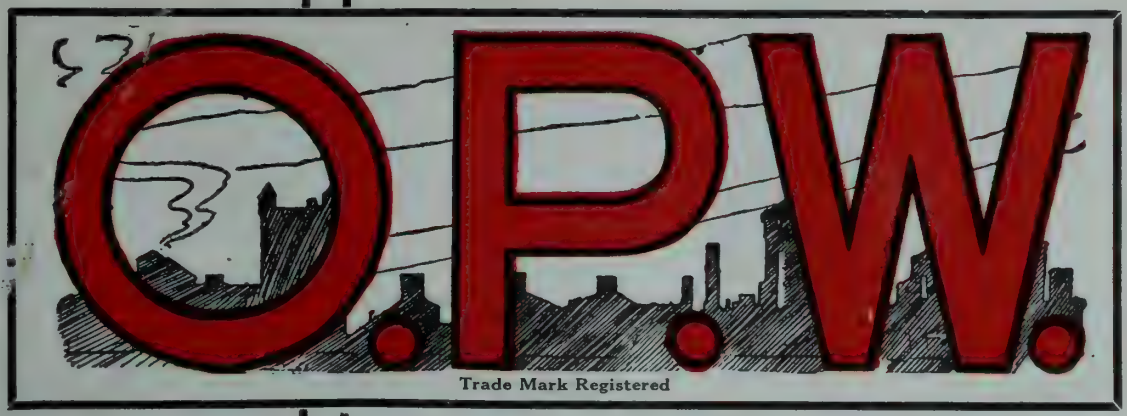
Quality and Assortment Unequalled

Made in Canada
Stocked by Your Jobber





THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Trade Mark Registered

"Paints and Varnishes for Every Purpose"

Your Sales Are Inside Now

Hardware stores used to look upon painting and paint sales as a "seasonable" business. But the well-informed hardware merchant to-day runs through his calendar and his stock to make sure that he has all the required stock for whatever season it is, that's all. Your customers have been reading in their favorite papers about the right O. P. W. Product to suit the job they wished to do each month from January to December. They expect O. P. W. dealers to have the goods.

Just now, consumers are planning and executing the inside jobs: the floors, the hardwood trim, shelves, closets, doors, kitchen and pantry furniture; radiators, stove-pipes and a long list of furniture to be "done over."

These customers are interested in inside work and certain to make inquiries—it's "up to you" to have the stock of O. P. W. Paints and Varnishes that will turn these inquiries into orders!

O.P.W. Makes Paint Departments Grow

O. P. W. for every use
That makes things last
Needs no excuse;
So people see
And all agree
That its results the best will be!

"Save the surface and you save all" *Paint & Varnish*

Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

View of interior of Russill Hardware Co.'s Store, Toronto, showing Dayton Hardware Scales recently installed

In Canada's Biggest and Busiest Stores You'll See

DAYTON SERVICE

THERE is a reason why the live, progressive merchants prefer the Dayton Hardware Scale. For instance—

Aniline dye was selling at 25 cents an ounce. A Dayton salesman strolled in. "Try it on my machine," he suggested. The old scale had just been wheezing in its old-fashioned way: "One ounce." The Dayton said: "42 cents!"

The minute hand hadn't travelled far before the Dayton salesman was obeying Mr. Russill's summons: "Come up to my office!" And this is what he heard: "I don't want one of your machines. I want TWO."

Let the lesson of successful business men guide you.

The Dayton is the real, high power machine of modern merchandising.

International Business Machines Co., Limited

F. E. MUTTON, Vice-President and General Manager.

Head Office and Factory, 300-350 Campbell Avenue, Toronto

HALIFAX
44 Granville St.

OTTAWA
188 Queen St.

WALKERVILLE
14 Lincoln Rd.

ST. JOHN
18 Germain St.

TORONTO
415½ Yonge St.

WINNIPEG
227 McDermott Ave.

CALGARY,
127 Sixth Ave. W.

QUEBEC
506 Merger Bldg.

HAMILTON
225 King St. E.

SASKATOON
254 3rd Ave. S.

EDMONTON
10118 102nd Ave.

MONTREAL
1 and 3 Notre Dame St. W.

LONDON
189 Richmond St.

VANCOUVER
110 Water St.

Also Manufacturers of International Time Recorders and Hollerith Electric Tabulators

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 43 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA OCTOBER 23, 1920

"The Greatest Shaving Mileage at any price"

The Razor that Boosts Your Blade Business

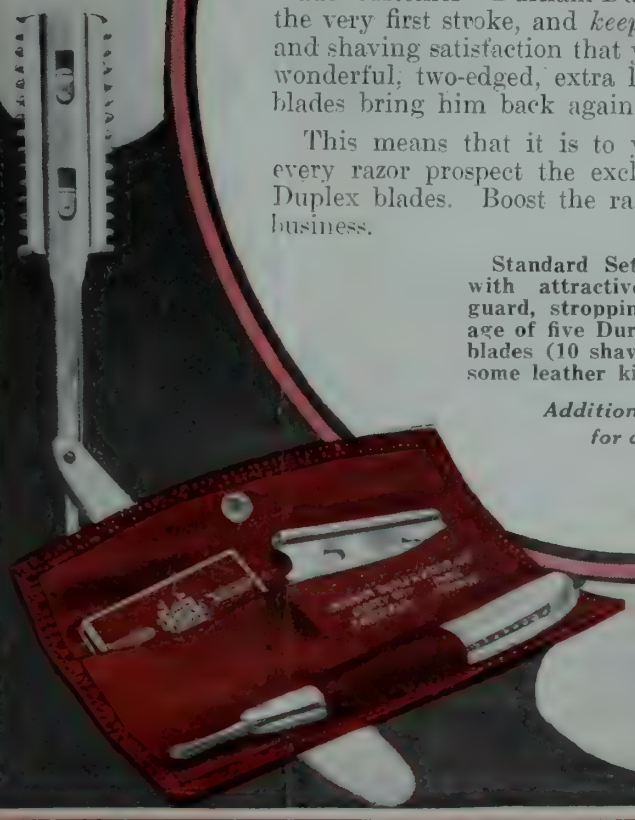
GETTING the business of the self-shaver is one thing, but holding it is another. And that's what counts in the razor business—*blade sales.*

The sale of every Durham-Duplex Razor means a regular blade customer—Durham-Duplex blades make friends at the very first stroke, and *keep* them! The shaving comfort and shaving satisfaction that your customer gets out of these wonderful, two-edged, extra long, extra sharp, oil-tempered blades bring him back again and again.

This means that it is to your advantage to impress on every razor prospect the exclusive advantages of Durham-Duplex blades. Boost the razor that will boost your blade business.

Standard Set $2.00 complete. Razor with attractive white handle, safety guard, stropping attachment and package of five Durham-Duplex double-edged blades (10 shaving edges) all in a handsome leather kit. Other sets up to $12.

Additional blades 60 cents for a package of 5.



DURHAM - DUPLEX

A Real Razor-made Safe

DURHAM-DUPLEX RAZOR CO., Ltd.
50 PEARL ST., TORONTO
FACTORIES: TORONTO, CANADA. JERSEY CITY, U.S.A.
SHEFFIELD, ENGLAND - PARIS, FRANCE

"The Disappearing Act"

Every merchant favors merchandise that does "the Disappearing Act" or, in other words, has a quick turnover.

The fast moving line is undoubtedly most profitable from every standpoint. It means large profits, more working capital, and attracts customers to the store.

The rapid disappearance of

Aladdin Dye Soap

from the dealer's stock is a feature that has made it immensely popular with the Trade. Its **constant disappearance** is assured by large space advertisements appearing in leading publications; combined with Aladdin's outstanding ability to make repeat sales.

Order a gross of Aladdin Dye Soap from your Jobber and ask for the handsome revolving Display Stand—FREE. It's a silent salesman that plays a big part in "the Disappearing Act."

CHANNELL CHEMICAL CO., LIMITED
TORONTO

Distributors of Aladdin Dye Soap **Makers of O-Cedar Products**

HARDWARE AND METAL, October 23, 1920. Volume XXXII., No. 43. Published every Saturday at Toronto. Yearly subscription price, $4.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

ECONOMY

Wherever Roofing prices go, up or down, you may be sure of one thing: you get most for your money when you buy

SAMSON ROOFING

Consider the wear, not the price per roll, for SAMSON Roofing will retain its integrity long after the cheaper roofings demand repair or replacement.

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO. TORONTO

H.S. Howland, Sons & Co., Limited

TORONTO

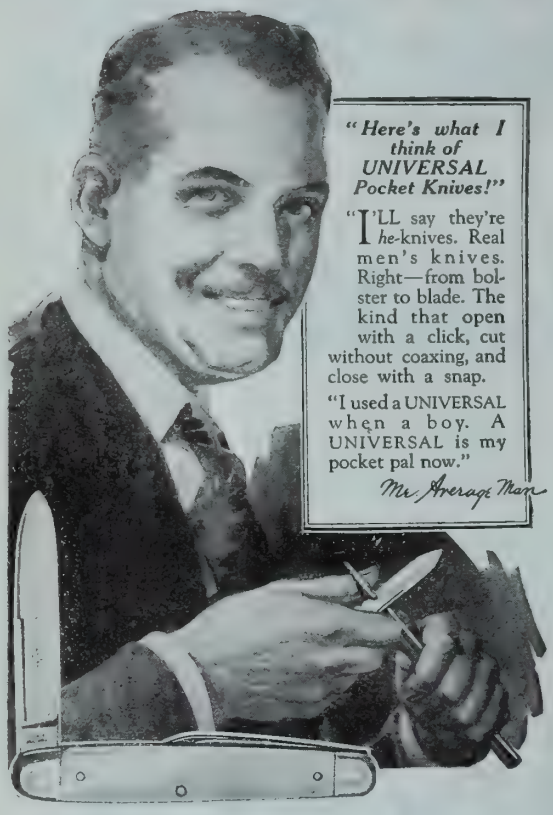
HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO. TORONTO

If interested tear out this page and place with letters to be answered.

The Trade Mark known in Every Home

UNIVERSAL

POCKET CUTLERY



UNIVERSAL
Pocket Knife.
No. 73185

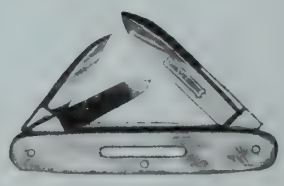
Always On Edge To Please Trade

UNIVERSAL Knives are sturdily built, properly balanced---edged to the sharpness that stays sharp. They cut straight and true into the good graces of buyers. That's why sales make friends---friends make sales.

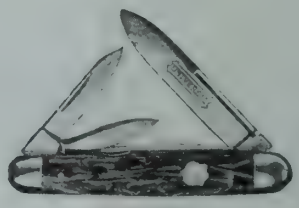
EVERYBODY knows that high-grade cutlery cannot be made from low-grade materials any more than nightingales can be hatched from goose eggs. The quality grade of "Universal" Cutlery is always ascending and at a sharp angle. The pinnacle of perfection is always the goal.

There is nothing in handling cutlery that is too dull to cut anything except its price in order to make sales. When the tide of selling recedes the flotsam and jetsam of low-grade goods is always left over. Sell "Universal" Cutlery and none will be left over. It isn't that kind.

UNIVERSAL
Boy Scout Knife.
No. 03662.



UNIVERSAL
Pocket Knife.
No. 7325.



UNIVERSAL
Pocket Knife.
No. 03185.

Canadian Representative:

Montreal **A. MACFARLANE & CO., LIMITED** **Quebec**

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

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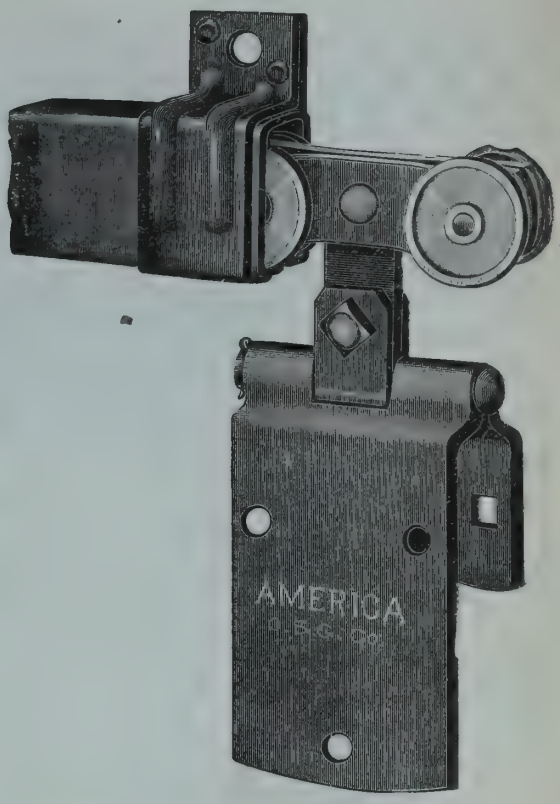
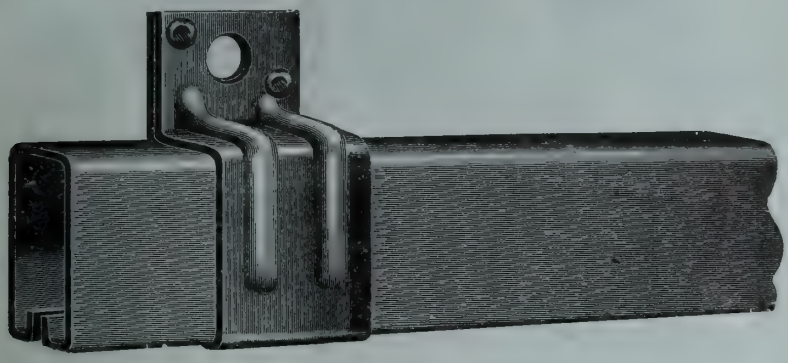
"America"
Trolley Hangers
The Dealers' Friend





Steel Trolley Track

The "America" operates in the Hatch Trolley track—the only track supported by the famous corrugated track brackets. These brackets are, naturally, much stronger and better than ordinary, plain track brackets.

The Largest Sales of any Trolley Hanger in the Dominion

If you are not now sharing in the sales of this "best seller" and others of the popular Canada Steel Goods Line, you are overlooking an opportunity for constant, profitable sales.

"America" is for warehouse, factory, garage and barn doors. It has tandem trucks, hardened roller bearings and an apron 6 in. long, 3¼ in. wide. This hanger appeals to customers because of the simple adjustments, anti-friction forged steel yokes and ability to stand hard usage.

Its popularity with consumers and its great demand are well founded—on merit.

With each pair of Hangers are included two End Caps, Bolts for Hangers and Lag Screws for Brackets.

Packed one pair in a box complete with Screws and Bolts.

Weight per dozen pairs, without Brackets, 95 pounds.

It Pays You to Handle the C. S. G. Co. Line—Ask Us About It.

Canada Steel Goods Co., Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.

Well Displayed Half Sold

Galt Couch Hammocks

An extensive line of Galt Plain and Couch Hammocks well displayed will increase your sales in leaps and bounds.

Arrange your displays attractively in your windows and wherever your customers will be sure to see them. Map out a campaign that will place a Galt Hammock on every verandah in your community. Many new designs and materials will be submitted by our travellers for the dealers' approval, and the wise dealer will place his order early to assure himself a complete stock at spring.

We deal direct with you.

Stauffer-Dobbie, Limited

Successors to

Galt Robe Company

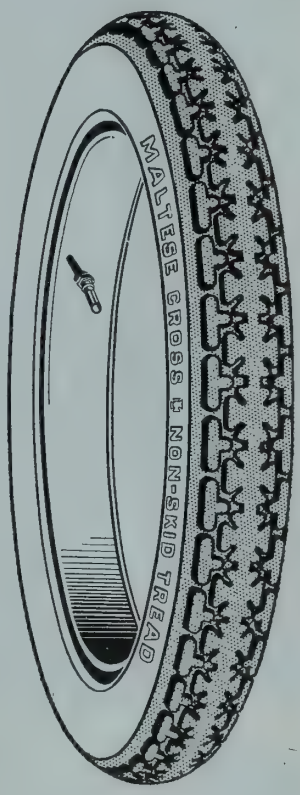
Galt, Ontario

If interested tear out this page and place with letters to be answered.

"Gutta Percha"

THAT NAME IS A GUARANTEE ON TIRES, TUBES AND ACCESSORIES

The name "Gutta Percha" on automobile tires and accessories, is a guarantee of service and satisfaction that should brace the dealer with the utmost confidence in making a sale, and backing it strongly with his personal endorsement. The public know the value of this mark and it does not take much effort to make the sale.



Cord Tires
and
Fabric Tires

Tubes, Ajax Patches, Interliners
Talc Powder, Running Board Mats
Blowout-Patches, Weldacut (for tire tread cuts)

GUTTA PERCHA & RUBBER, LIMITED
Head Offices and Factory: Toronto
Branches in all Leading Cities of the Dominion

If interested tear out this page and place with letters to be answered.

We Will Appoint You Our Exclusive Agent in Your Town

YOU may not have noticed our announcement in Hardware and Metal, Oct. 16th, to the effect that our salesmen are now on the road appointing exclusive agencies in every town and city for our lines and for that reason we are bringing the matter to your attention now.

Our exclusive agency plan is exceedingly attractive. It points a way to big profits and quick returns.

Remember—our goods are fully guaranteed and are already well known to the public, having been on the market for seventy-five years, during which time they have given entire satisfaction from every angle.

In addition to our national advertising, which has already created a demand for our goods and from which our agents will derive a benefit, we will share the cost of any advertising you will do in your local papers. That shows we are willing to back you up, doesn't it?

If you are in the hardware business to make money—take advantage of this offer to become the agent in your town for the famous "Souvenir" line of stoves and ranges.

Tinsmiths should write us regarding the "Souvenir" and "New Idea" Warm Air Furnaces which burn coal or wood.

Write us at once and our salesman will call and see you.

"SOUVENIR" STOVES and RANGES
"SOUVENIR" and "NEW IDEA" Warm Air FURNACES

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER, WINNIPEG, MONTREAL,

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:
F. C. Moore, 134½ Higgins Ave., Winnipeg
W. C. Chester, Hamilton Street, Vancouver

If interested tear out this page and place with letters to be answered.

WILT

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS

STOCK MODERN TOOLS

Hardware Men

Don't be caught napping. Stock up now on stock tools—Quality tools. They are the heart of any manufacturing industry. Wilt High Speed and Carbon Twist Drills, Reamers and Milling Cutters are leaders of quality. They cut faster, more accurately, require less power, less regrinding, give longer service and cost no more than ordinary tools.

Where there's a WILT--There's the Way.

Ask your Dealer or write direct for our Catalogue "C."

Wilt Twist Drill Company

of Canada, Limited

WALKERVILLE ONTARIO

Trade WILT Mark

If interested tear out this page and place with letters to be answered.

Why Hubbell put the "T" in Slots

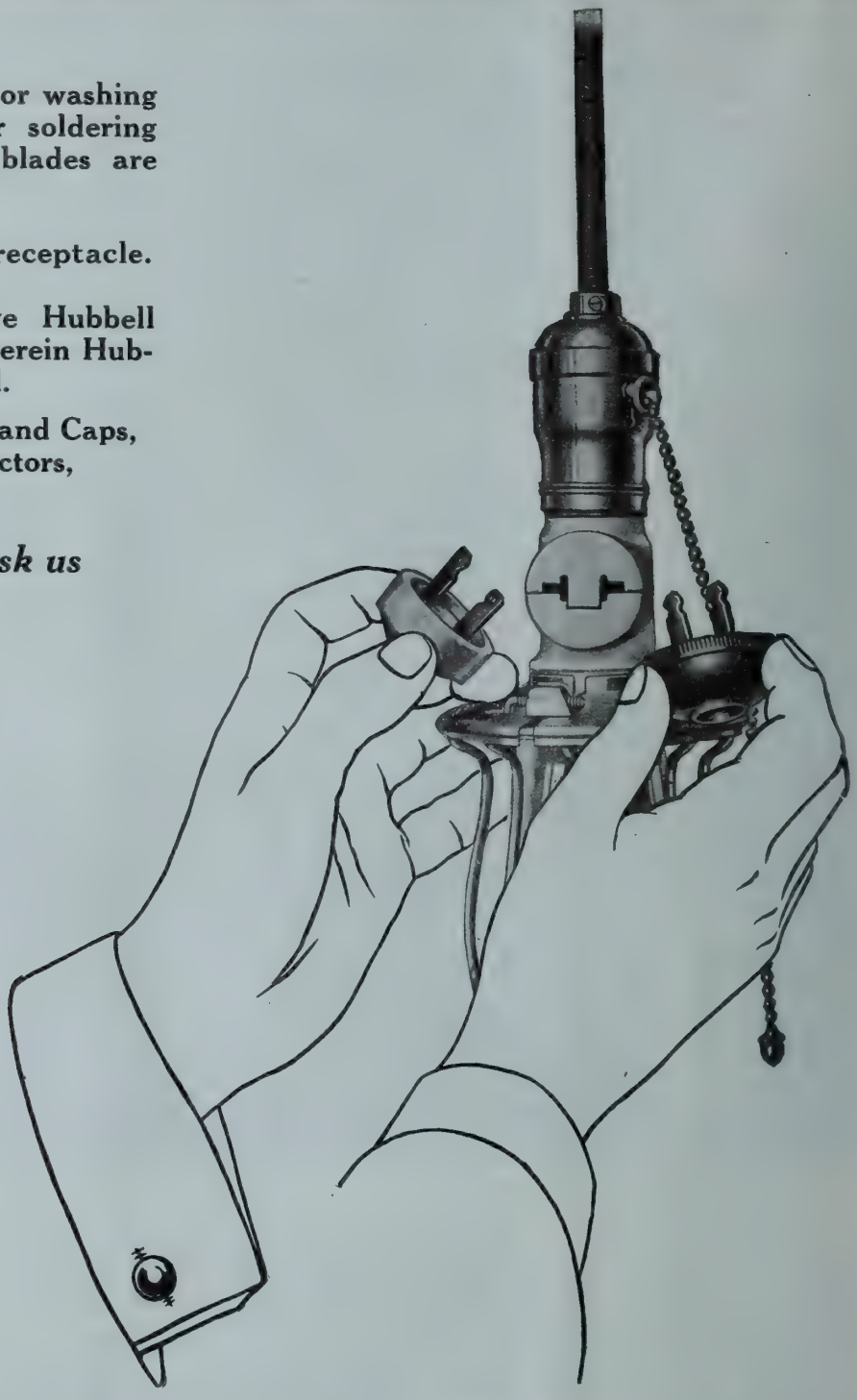
THAT the vacuum cleaner or washing machine, electric drill or soldering iron—whether its plug cap blades are "parallel" or "tandem"—

All can plug into the *one* receptacle.

The "T-slot" is an exclusive Hubbell feature; it is another point wherein Hubbell Electrical Specialties excel.

Sockets, Current Taps, Plugs and Caps,
Flush Receptacles, Reflectors,
Lamp Guards.

Ask your jobber—or ask us



HARVEY HUBBELL COMPANY

OF CANADA LIMITED

ELECTRICAL SPECIALTIES

TORONTO CANADA

HUBBELL REG. CAN. PAT. OFF.

T –1988

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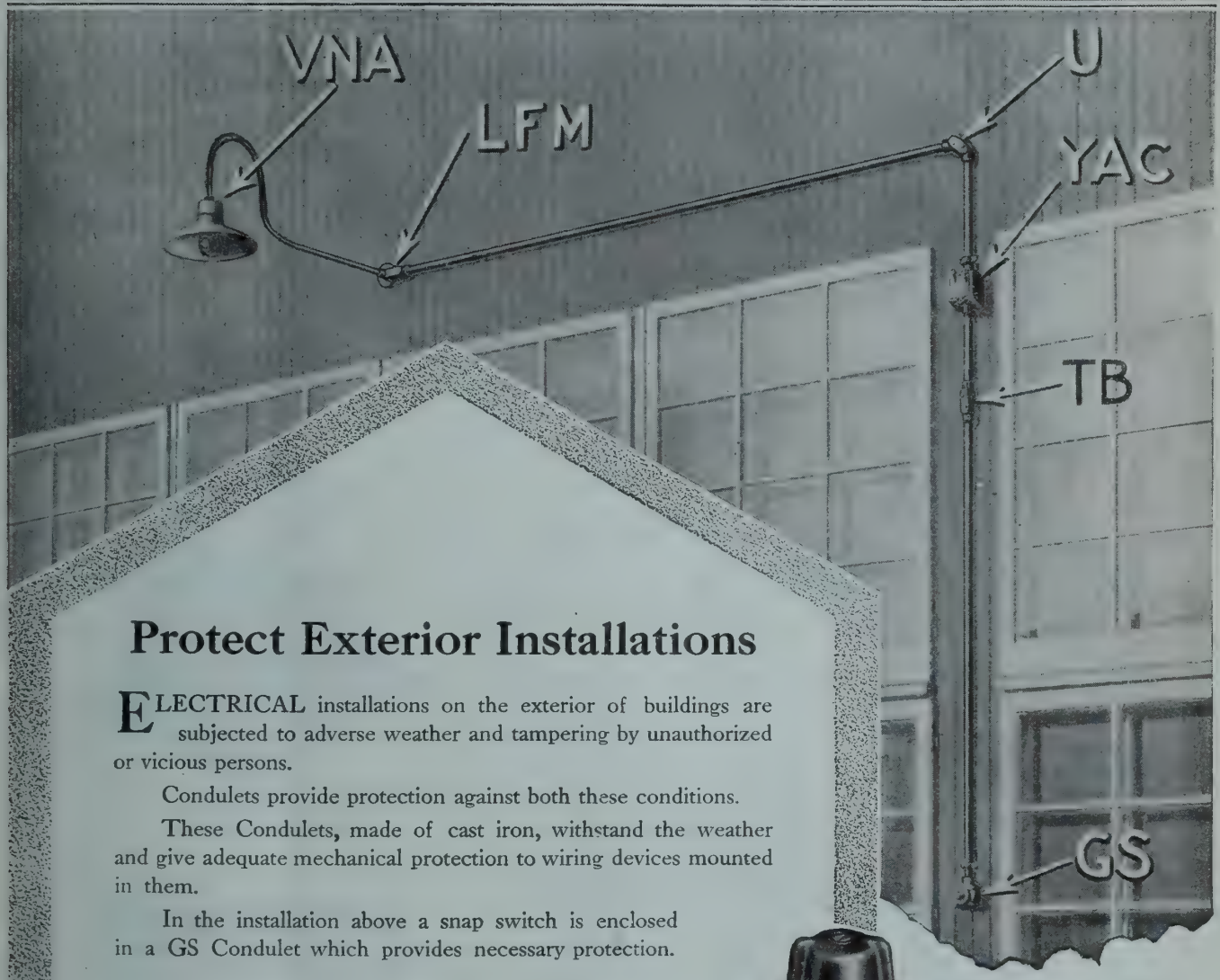
CONDULETS



Protect Exterior Installations

ELECTRICAL installations on the exterior of buildings are subjected to adverse weather and tampering by unauthorized or vicious persons.

Condulets provide protection against both these conditions.

These Condulets, made of cast iron, withstand the weather and give adequate mechanical protection to wiring devices mounted in them.

In the installation above a snap switch is enclosed in a GS Condulet which provides necessary protection.

CROUSE-HINDS COMPANY
of Canada, Limited
TORONTO, ONTARIO, CANADA

Condulets Panelboards
Knife Switches Floodlights
Guy Anchors

1560

Condulet the Job

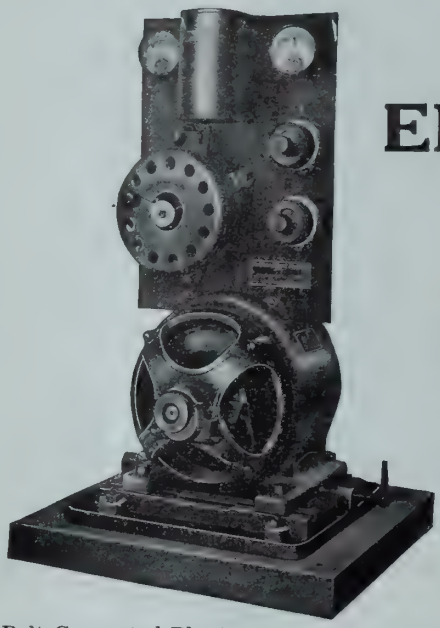
GS CONDULET

Type GS Condulets provide water, gas, steam and dust-tight enclosures for the ordinary commercial type of snap switch with wing handles.

CROUSE-HINDS

If interested tear out this page and place with letters to be answered.

Northern Electric
POWER and LIGHT

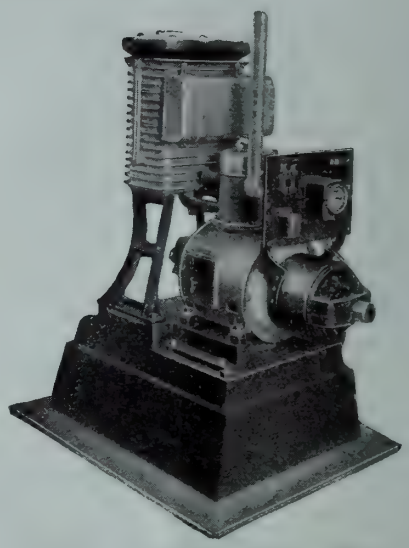


Belt-Connected Plant — operates from any good engine

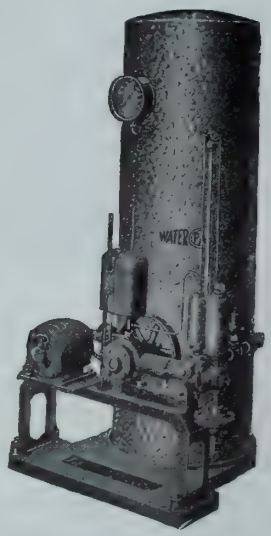
A Complete Line of
Electric Farm Plants
and Accessories

Belt-Connected Plants
Direct-Connected Plants
Water Systems
Portable Motors
Farm Accessories
Wires and Supplies

This line will make you the Electrical Headquarters of your District.



Direct-Connected Utility Plant ¾ K.W.—32 Volt

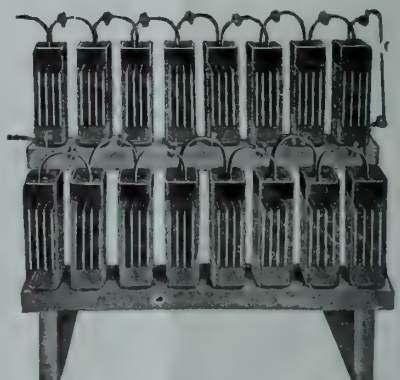


Automatic Water System, showing Tank, Pump and Motor. Capacities 100 to 1,400 gals. per hour

¶With the plant you can usually sell a Water System, while limitless follow-up sales possibilities are yours with Utility Motors, Electric Churns, Vacuum Cleaners, Washing Machines, Dishwashers, Irons, Toasters, Percolators, Wiring Devices of all kinds, Fixtures, etc.

Write Our Nearest House Now

Be the Farm Electrifier of Your District



Titan Storage Battery, 16 cells supplied with each plant. 120 or 216 Ampere Hours.

Northern Electric Company
LIMITED

MONTREAL OTTAWA LONDON WINNIPEG EDMONTON VANCOUVER
HALIFAX TORONTO QUEBEC REGINA CALGARY

If interested tear out this page and place with letters to be answered.

Ford

Touring Car

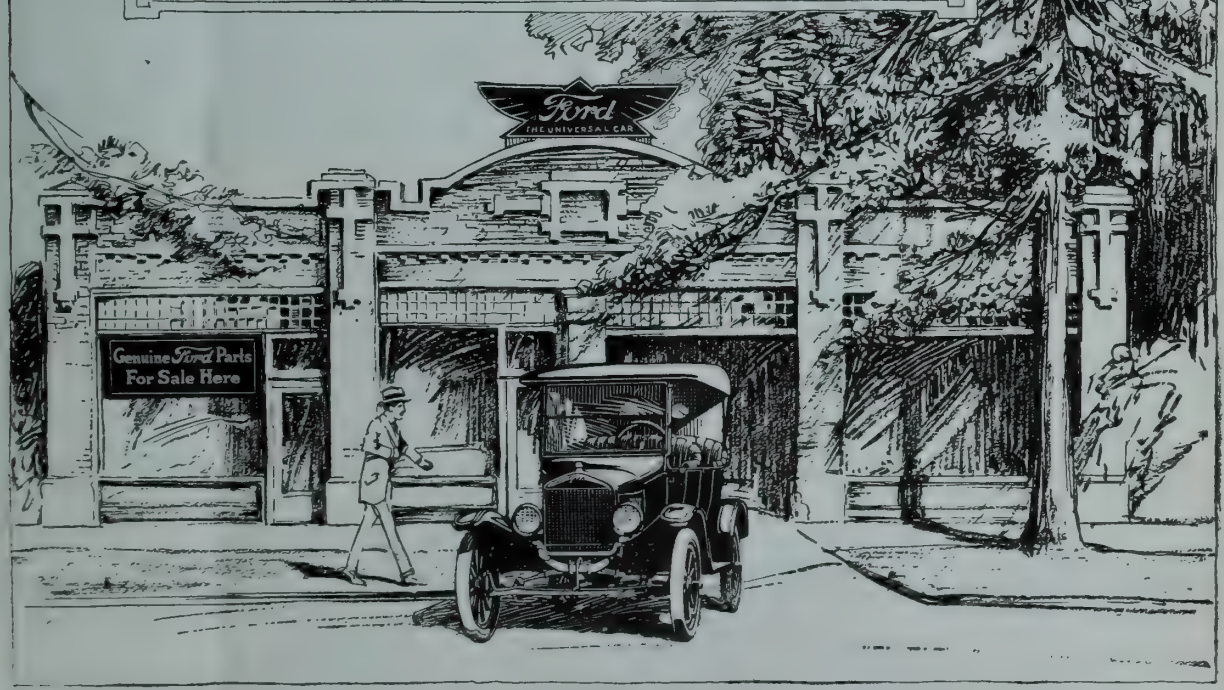
Every part standardized and every part mechanically perfect.

There is no trouble or delay when you drive a Ford. If repairs are required you are sure of getting the right part when you want it, for there is always a Ford Service Station at hand where a complete stock of standardized parts is kept.

There are over 700 Ford Dealers and 3,000 Service Stations in Canada, all supplying genuine Ford Parts and prompt and efficient repair service.

Ford Motor Company of Canada, Limited

Ford, Ontario 23



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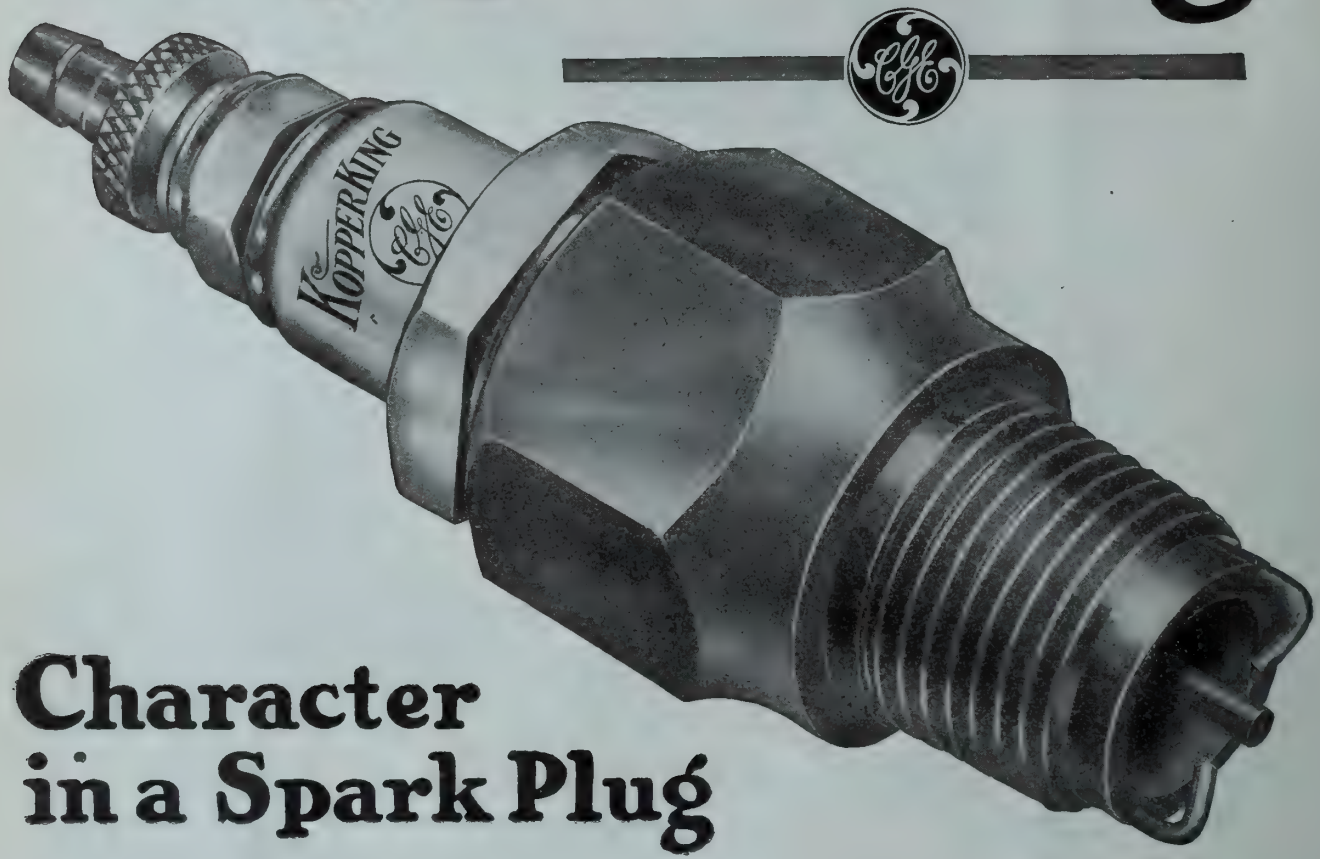
Kopper King



Character in a Spark Plug

FIRING the gas vapor, driving down the piston-head hour after hour with an exploding sheet of flame, demands character—not mere metal and insulation—character expressed in design, in construction methods and workmanship.

The Kopper King is a prestige builder. Incidentally, it shows the Dealer a greater margin of profit than any competing plug. The Rust-proof Copper Surface prevents Carbon deposits; carbon will not adhere to copper under Electrical Heat. The Kopper King is without a peer among Spark Plugs. It is a quality plug from first to last.

"Tested for Service"

Canadian General Electric Co., Limited

Head Office - Toronto

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested tear out this page and place with letters to be answered.

SOVEREIGN IRONS

SELLING an electric iron may be a commonplace occurrence—but, there are still plenty of housewives who have yet to break away from the traditions of their ancestors, and discard the old sad-irons.

To a woman who has never owned an electric iron it is a specialty—and should be sold as such. Selling a "Sovereign" Iron paves the way for a series of sales. In fact, it is a typical C.G.E. electric appliance, in which you can place explicit confidence.

MADE IN CANADA

Canadian General Electric Co., Limited

Head Office : TORONTO

Branch Offices : Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

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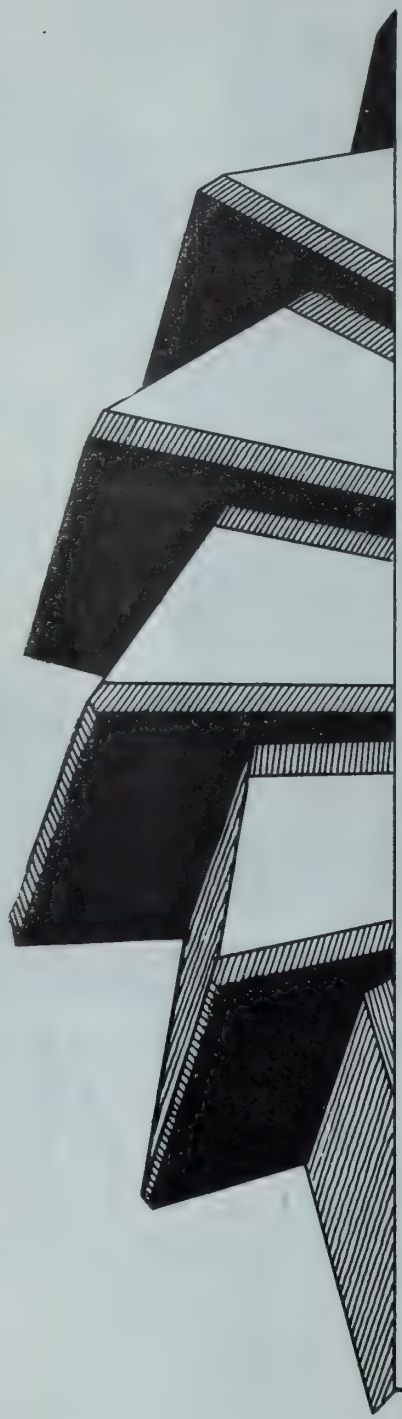


Backed by Forty Years of Success

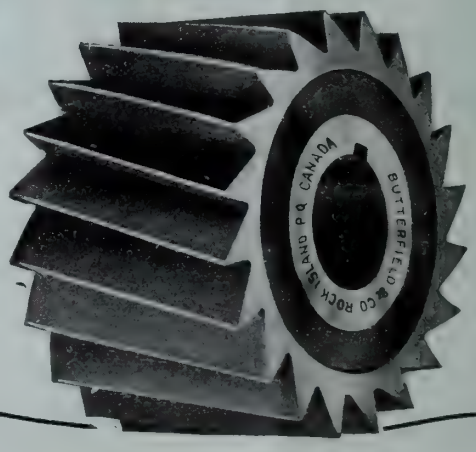
Dealers that sell Butterfield Tools are selling Butterfield Service. Tool Buyers are buying Butterfield Tools because they know that Butterfield Tools have given only the most desirable kind of service for forty years.

It is sound, logical and perfectly reasonable to suppose that Butterfield Tools will give the same, or even better, fast-cutting, accurate service now, that they have given for forty years—and sell as well now, or better, because they have sold well for forty years on merit.

Butterfield & Co., Division
Union Twist Drill Co.
Rock Island, Que.

Foreign Representatives :

Great Britain, Geo. H Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt Street, Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.



BUTTERFIELD

If interested tear out this page and place with letters to be answered.

Story for Week Dated Oct. 23, 1920 Being No. 28 in the Series

Making Eddy Sulphite Pulp: Pure Acid and Spring Water.

VAPOR from the hot ovens described in last week's article enters the acid-making tower in the form of sulphur-dioxide gas. Entering the tall tower at its base, this gas rises through a great mass of limestone blocks, and meets amongst them a steady trickle of the purest water available anywhere in Canada. This water is obtained right on the grounds of the E. B. Eddy Company's plant from a deep well which is bored 508 feet down into the solid rock directly below the pump-house which stands close by the acid-making tower.

Besides being of absolute purity, this Eddy Company Spring water possesses the advantage of having an absolutely even temperature all the year round of 52 degrees Fahrenheit. In combination with the sulphur vapor, and the limestone, it trickles forth at the bottom of the tower as a solution of bisulphite of lime, and this is what produces the sulphite pulp from the fine wood chips in the great digesters when the steam is applied. Until required for this purpose the acid is stored in lead-lined tanks.

When you visit the E. B. Eddy plant, and discover there, as E. B. Eddy discovered, the abundance of the clean limestone required for this process, and the inexhaustible supply of pure spring water so perfect for its purpose, it seems as if some prophetic power had guided E. B. Eddy to this spot when he came to Canada to establish his vast industry. Certainly the developments of over half a century have justified his choice of a location. The lumber, the limestone, the pure water, and the water-power are being used to their full capacity in the many industrial activities of this great Canadian firm. Every day busy minds are at work perfecting the various processes so that E. B. Eddy products of all kinds known to the retail trade and the consumer, are absolutely the last word in value for their price and utility for their purposes.

THE illustration above shows an exhibit by the members of The E. B. Eddy Company Sulphite Department, forming part of the procession on Labor Day, 1915, at Hull. The snow-white, exquisitely pure sulphite pulp is seen in the float, and with it are shown rolls of E. B. Eddy Co. Famous Impervious Sheathing which is manufactured at the Sulphite Plant, and which is a beautifully clean, warm, and damp-proof lining for the walls of buildings. The white garments of the members of the Eddy Staff taking charge of this float are in keeping with the purity of their product. On the float in English and French are advertisements for Eddy's Impervious Sheathing, best for Houses, Churches, Silos, Barns, and Stables. Keeps out the Cold, and Keeps in the Heat. With all the other employees of the Eddy Plant the members of the Sulphite Department Staff are proud of the goods they manufacture.

If interested tear out this page and place with letters to be answered.

"—store, fixtures, and—*good-will.*"

How often you see that in a bill of sale. Good-will—one of the most valuable business assets.

Starrett dealers can trace a big proportion of the good-will they've built up to their Starrett Tool sales. The toolmaker, for example, who buys, say, a Starrett Micrometer Depth Gauge will always have a friendly feeling for the store that sold him that tool.

The easy way of adjusting this Starrett Gauge to take up wear—the one-inch and half-inch collars for taking measurements up to 2½ inches—the fine workmanship, and above all the Starrett name—these are points that make a strong appeal to the expert mechanic.

Building new business by fitting Starrett Tools to your customers' jobs—that's what "The Tools Mechanics Buy" tells about. Write for free copies for yourself and your clerks.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

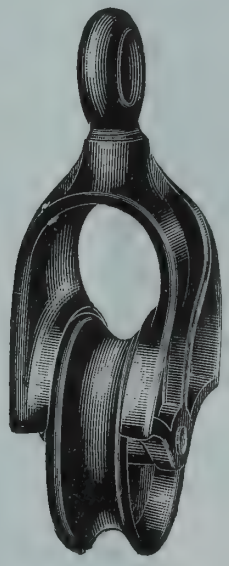
42-109

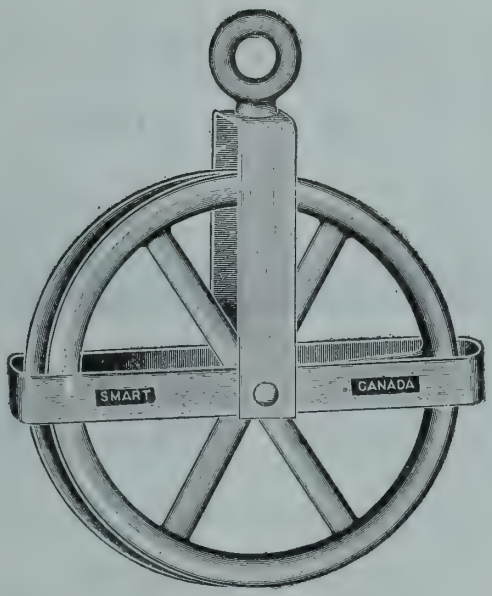
Sell Starrett Tools

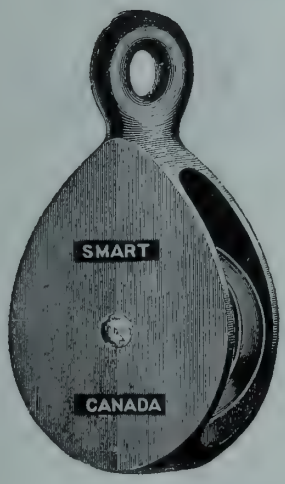
If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

The Pulley People of Canada







Awning, Clothes Line, Furnace, Side, Hayfork

JAMES SMART PLANT
BROCKVILLE - - - ONTARIO

Telephone Cross-arm treated with Solignum. This was dipped and sawn in half after three days. Note the penetration at points where needed

Solignum

WOOD PRESERVATIVE & STAIN

Solignum is recommended for: all **exterior woodwork** such as **shingles**, half timber work, timbers set in concrete, bridge timbers, telegraph poles, scows, stables, fences and posts, pig pens, ties, etc.

Solignum **interior stain** is a new line and splendid seller also.

Solignum is supplied in Browns, Reds, Greens and Greys--in 1, 5 and 40 gal. packages.

WRITE FOR AGENCY PLAN

STURGEONS LIMITED

91 CHURCH STREET : TORONTO

How Is Your Mill File Stock?

Better be prepared for the demand.

All good saw mills use the dependable

P.H. and IMPERIAL FILES.

"They Cut Faster and Wear Longer."

P H

IMPERIAL

Be File-Wise.

INGERSOLL FILE COMPANY, LIMITED.

John Morrow Screw and Nut Co., Ltd.,
Sole Distributors,
INGERSOLL, ONTARIO.

Ask Your Jobber.

INGERSOLL

If interested tear out this page and place with letters to be answered.

BUR-NOR & B-N LINES

Leaders in Hardware and Auto Accessories

All Products Guaranteed

BUR-NOR HATCHETS
MEAT CLEAVERS
SCREEN DOOR CATCHES
CHEST HANDLES
WIRE STRETCHERS
MEAT SAWS
EMERY WHEEL DRESSERS
SCREW DRIVERS
BUTCHER KNIVES
WINDMILL STRINGS
BRUSH AXES
HUNTERS' AXES

"B-N" PISTON PINS
FORD FRONT WHEEL BEARINGS
BALL RACES
RADIUS RODS
FRONT HUBS
RETAINERS
PUMPS
MANIFOLDS
SPARK PLUGS
CONES
FELT WASHERS

Jobbers and Dealers Should Buy An Advertised Line of Products—They Move Faster

Sold By

MONTREAL
Frothingham & Workman, Ltd.
Lewis Bros., Ltd.
WINNIPEG
Miller-Morse Hardware Co., Ltd.
VICTORIA
Walter S. Fraser & Co.
VANCOUVER
Martin, Finlayson & Mather, Ltd.
McLennan, McFeely & Co.

Sold By

MONTREAL
Crown Cycle & Motor Co.
Starke-Seybold Ltd.
Rosenthall Bros.
KINGSTON
A. Chown & Co.
OTTAWA
Keyes Supply Co., Ltd.
TORONTO
Automotive Equipment Co.

This is the firm that will gladly accept your Canadian Funds at Par Value

BURGESS-NORTON MANUFACTURING CO.

GENEVA, ILL., U.S.A.

If interested tear out this page and place with letters to be answered.

—*and now* Blades *as well as* Frame *are made with Millers Falls thoroughness*

DID you read the full page advertisement in the August 28th issue of The Saturday Evening Post announcing Millers Falls Hack Saw Blades? If you didn't, read the reproduction on the opposite page.

It is surprising the interest this advertisement created. Already evidence is piling up that Millers Falls Hack Saw Blades are fast movers —a quick turn-over item for hardware stores.

Every time you sell a box of Millers Falls Hack Saw Blades you make a permanent Millers Falls customer. Why? Because every one of the twelve blades in a Millers Falls Box is alike. Each blade receives the same heat treatment, every tooth is finished accurately. Result—the same quality of blades throughout, the same even temper —none too hard, none too soft. The same cutting sharpness the entire length of the blade—no heavy strain points at the ends, therefore less breakage.

The Millers Falls Hack Saw Blade Box is a simple, compact and convenient container. It fits on your counter, in your window, or in your show case very nicely. It is a good *display* box. Give it prominence so that it can make steady Millers Falls customers for you—and add to your profits.

MILLERS FALLS COMPANY, *Millers Falls, Massachusetts*

Makers of "Millers Falls" and "Universal Hack Saw Blades"

The Millers Falls Mechanics' Handbook will be sent you for ten cents to cover postage.

The Berkshire Hills country —the home of Millers Falls Tools

If interested tear out this page and place with letters to be answered

HACK SAWS

The New Product of a Famous Old Company

TIME has built for the Millers Falls Company a staunch reputation. For fifty-three years Millers Falls mechanics' tools have set a standard for precision, honesty, and fine design.

Generations of skilled tool makers have wrought daily at the forges and machines with the same care for the reputation of Millers Falls tools.

Each year has seen new tools added to the line—but not before each has met the same standard on which the Millers Falls reputation has been built. The maintenance of this standard for over half a century has, we believe, established a bond of confidence in the Millers Falls Company on the part of those distributors who feel their own reputation is reflected in the product they sell.

To our friends in the trade and our customers, we offer a new product of the Millers Falls Company.

Universal Hack Saw Blades have been made by the West Haven Manufacturing Company at West Haven, Connecticut, for over twenty-four years. This production is now brought under the complete control and direction of the Millers Falls Company. We believe no better hack saw blades are made than the ones which bear the name "Millers Falls" or "Universal". These hack saw blades are another of the Millers Falls tools. They are backed by Millers Falls service and our reputation as skilled tool makers maintained for over half a century.

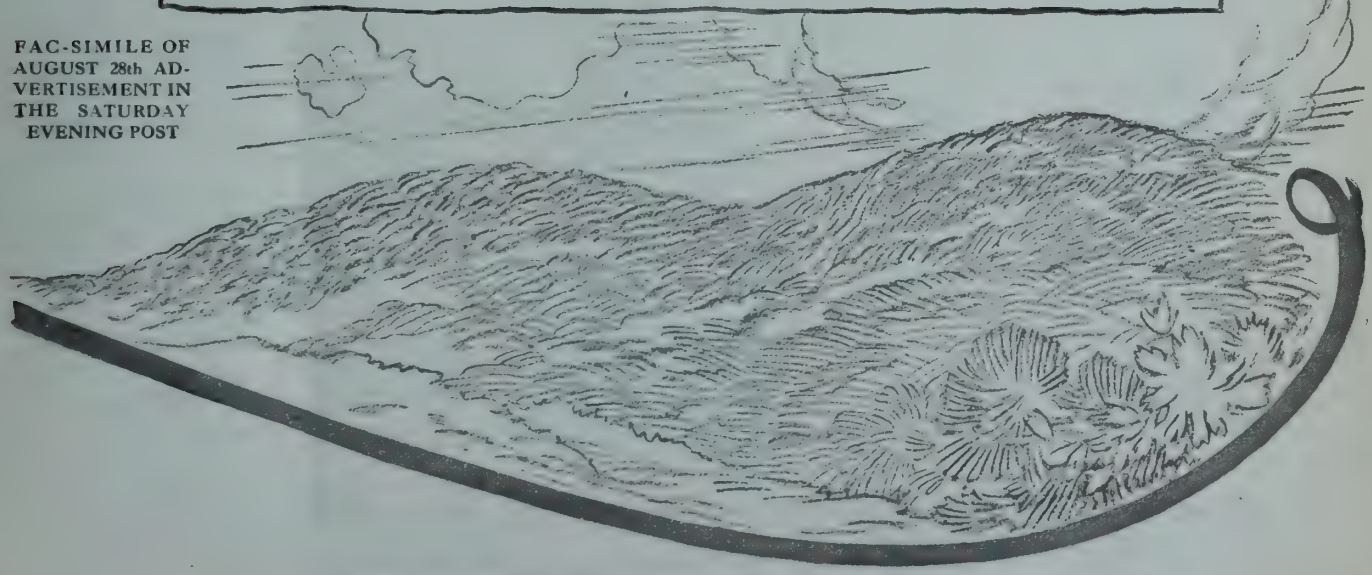
Theodore Brewster *President*

MILLERS FALLS COMPANY

MILLERS FALLS, MASSACHUSETTS

Look for this box and trade mark as the sign of fine hack saws.

FAC-SIMILE OF AUGUST 28th ADVERTISEMENT IN THE SATURDAY EVENING POST



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PERFORMANCE COUNTS

BURMAN CLIPPERS

Are made for clipping horses and for shearing sheep. They are made of the best materials procurable, by the best skilled workmen it is possible to engage, and by a large company who manufacture only clippers. Never has expense been spared if there was possible the slightest improvement in quality or cut. That means a tremendous lot to the hardware merchant.

YOU DON'T HAVE TO BUY A NEW HEAD

PLATES ARE INTERCHANGEABLE

BURMAN CLIPPERS

Are the acme of perfection when it comes to performance. They cut clean. Heavy work does not frighten the "Burman"; they handle the heavy, tough hair well, giving every service and satisfaction to the user.

One important point for the dealer is that plates are interchangeable, that is, when the purchaser wants to shear sheep he simply requires to change the plates. This does away with the old necessity of buying a new and costly head.

YOU DON'T HAVE TO BUY A NEW HEAD

B. & S. H. THOMPSON & CO., LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER NEW GLASGOW

KEYSTONE BRAND

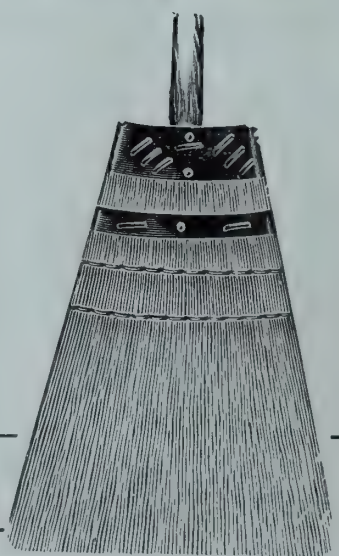
Have You Overlooked the Factory Trade?

Where do your local factories, garages, mills, warehouses and stables buy all the brooms they use?

Think of the profit to be made in this one line! Isn't this trade worth getting after?

For the heavy sweeping required in these places, brooms have to be especially designed and manufactured.

The Keystone Stapled Metal Case Broom will enable you to secure this business easily against all competition.



Note the metal case which binds the corn securely to the heavy maple handle. The broom cannot be pulled from the handle, nor can the corn be cut or broken at the shoulder of the broom. Made of all corn, or corn and bamboo in various weights.

Order a supply to-day. Make this factory trade your own.

Write for prices.

Keystone Stapled Metal Cased Brooms

Stevens-Hepner Company, Limited, Port Elgin, Ontario

If interested tear out this page and place with letters to be answered.

"Alloyed in Canada under the world-famed Stanley Process"

Lionroyal

We warrant that no other Babbitt at the price will perform as well in so many different classes of bearings, and are ready to prove this in any case by trial installations in competition with any metal of its type.

The Dependable
BABBITT

For
General Service

BRITISH SMELTING & REFINING COMPANY LIMITED

MONTREAL and LONDON, ENGLAND

No. 30 Cold Chisel Assortment

"Every blow of the hammer refines the steel"

Sell more cold chisels

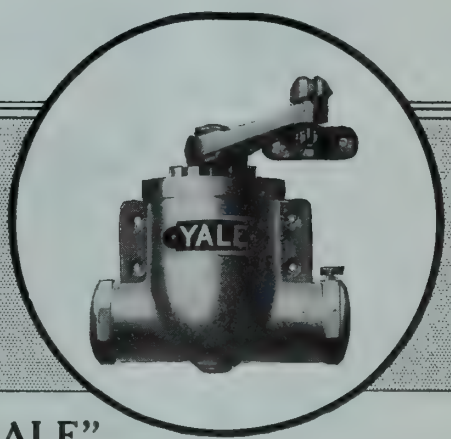
Your mechanic customers will quickly discover the superior quality and design of these Mayhew cold chisels when you place them on your counter. The assortment consists of 24 chisels, including Regular, Cape, Round Nose and Diamond Point taper, and all sizes from ¼ inch to ¾ inch, shipped in our combination display and packing case. Their quality is guaranteed. They have the patented easy-to-hold Mayhew hand grips.

Every Mayhew tool sold sells others. Stock the entire line. **At your jobber's—or**

MAYHEW STEEL PRODUCTS, INC.
291 Broadway, New York

CAMPBELL AGENCIES
McKinnon Building Toronto, Canada

MAYHEW MADE TOOLS ARE RIGHT



"YALE"

brings your customers back for more

THE *satisfaction* a customer obtains from the Yale Door Closer, Night Latch, Padlock or Builders' Hardware you sell him brings him back to you for all his hardware needs.

Stock a line that is *known* and advertised throughout the Dominion.

The trade-mark "Yale" on the product is our guarantee of satisfaction.

Made at St. Catharines Ontario

"The trade-mark 'Yale' helps make the sale."

Canadian Yale & Towne Ltd.

TRADE YALE MARK

If interested tear out this page and place with letters to be answered.

ALL STEEL ANVILS

We shall be glad to supply, in addition to our General Catalogue, literature on

Steel Castings	Lithographed
Galvanizing	Ware
Wire Goods	Enamelled
Stoves	Signs.

The "Davidson" anvils are ALL STEEL and are made of material particularly adapted for the purpose by special process developed in our Steel Foundry. The faces of "Davidson" anvils are dead true and of the proper hardness; they ring clearly and are guaranteed to give the maximum amount of service.

Prices on application.

The Thos Davidson Mfg. Co. Limited

Head Office : Montreal
Branches : Toronto and Winnipeg

Steel Foundry Division : Lachine Canal, Turcot

DAVIDSON

Stock up!

Buy from a house that has gained its reputation by 58 years of giving a "square deal" every time. You can rely on the quality of any of the following accessories:—

Hart Batteries

Auxiliary Radius Rods.
Batteries.
Blow-out Patches.
Brake Lining.
Bulbs.
Bumpers.
Carbon Removers.
Carriers, Tire.
Cementless Patches.
Chains, Tire.
Chains, Tire Lock.
Coils, K.W.
Covers, Tire.
Covers, Spring.
Fan Belts.
Guns, Grease and Oil.
Horns.
Instrument Boards.
Interliners.
Jacks, Auto.
Oil Measures.
Pliers, Combination.
Radius Rods.
Shock Absorbers.
Spark Plugs.

Partridge Tires

Speedometers.
Timers.
Tires and Tubes.
Valve Insides.
Valve Grinding Compound.
Varnish, Color.
Vulcanizers.
Windshields.
Wrenches.
Mirrors.
Oil Gauges.
Lamps, Dash.

Our Recommendation Is Your Guarantee.

SAMUEL TREES & CO. LTD., 42 WELLINGTON ST. E., TORONTO

Manufacturers, Jobbers and Wholesalers of Automobile Accessories

ESTABLISHED 1862

If interested tear out this page and place with letters to be answered.

MADE IN CANADA

UNIMECO WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

TOWERS

WATERPROOF CLOTHING

"Takes the Wet out of Rain"

Wet weather means increased demand for waterproof clothing.

Towers' Fish Brand combines maximum quality with moderate price for customers and

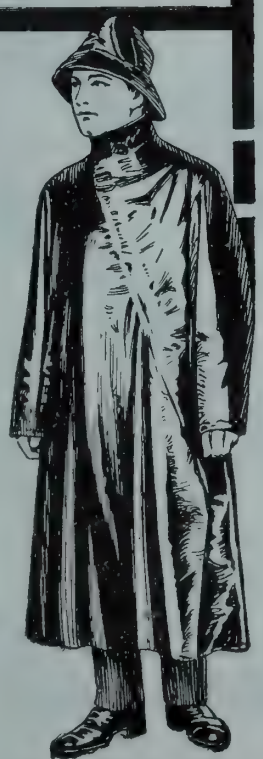
Substantial Profit

for the dealer.

Made for rough weather and hard wear, they give satisfaction.

Order now. Write for prices and particulars.

Tower Canadian Limited
Toronto
Halifax - Winnipeg Vancouver



TOWER'S TRADE MARK FISH BRAND

"Coast to Coast Service"

Steady Profits on Files

Profits that come in regularly are what your business needs.

You get these when you handle these standard brands:

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

The demand is steady and unfailing, the quality recognized, the profits large and steady.

Our large reserves enable you to restock quickly.

Made in Canada by

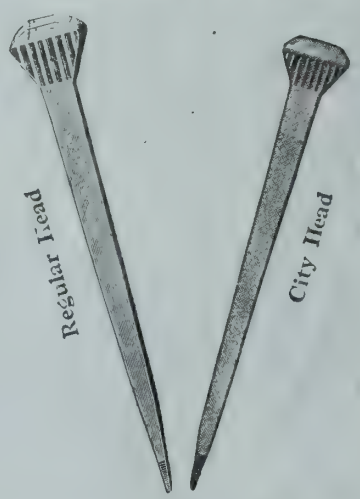
Nicholson File Company

Port Hope - Ontario

If interested tear out this page and place with letters to be answered.

PRICE LIST
"M.R.M." BRAND
HORSE SHOE NAILS

Number	Lengths	Price per box (25 pounds)
3	1⅝ in.	$20.00
4	1¾ in.	10.00
5	1 13/16 in.	5.25
6	2⅛ in.	5.00
7	2 5/16 in.	4.75
8	2½ in.	4.75
9	2 11/16 in.	4.50
10	2⅞ in.	4.50
11	3 1/16 in.	4.50
12	3¼ in.	4.50



Blacksmiths are now demanding "M.R.M." Horse Nails. They are made from the best material obtainable. They drive well and hold after they are driven.

Liberal discounts allowed off above list prices to Merchants handling "M.R.M." Nails.

The Montreal Rolling Mills Co.
MONTREAL, CANADA

"YANKEE" TOOLS
PUSH DRILL No. 44
Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

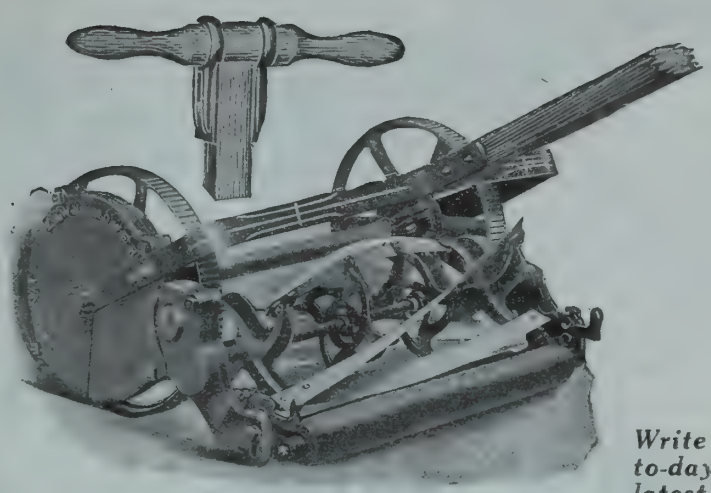
NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

If interested tear out this page and place with letters to be answered.

Anticipate the Spring Demand

All parts of T-F Lawn Mowers are designed and constructed so as to give the longest wear. That's why the demand is so insistent. Live dealers are now placing orders for complete stocks on Taylor-Forbes mower so as to be ready for spring business. It pays to have what the public want—when they want it. Here's the line:

ONTARIO
ADANAC
STAR
WOODYATT
DAISY
EMPRESS



Write to-day for latest quotations

Taylor-Forbes Co., Limited

Taylor-Forbes Co., Limited,
246 Craig St. W., Montreal.

H. C. Rogers, Ltd.,
147 Prince William Street,
St. John, N.B.

Head Office and Works:
GUELPH, ONTARIO

Taylor-Forbes Co., Limited.
1070 Homer St., Vancouver, B.C.

H. F. Moulden & Son,
314 Confederation Life Bldg.,
Winnipeg.

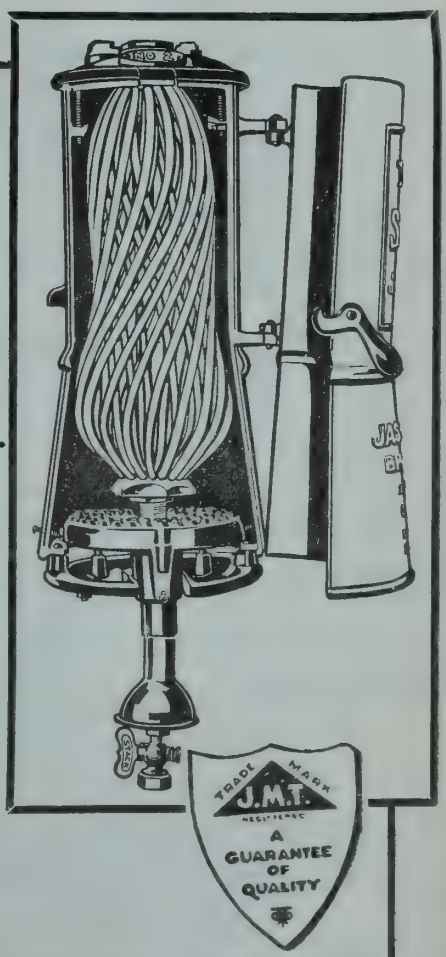
Your Customers Will Appreciate This Efficient

STACK HEATER

No need of "sales-arguments" to convince a customer of the effectiveness of the Stack Gas Water Heater.

One look into a Stack Water Heater will convince even the customer with no technical or mechanical knowledge. The burner and its location; the net-work of heating pipes with their nearly vertical direction and greatly multiplied heating surface tell the story—the customer buys.

Send for a Stack Heater display card.



James Morrison Brass Mfg. Co., Limited

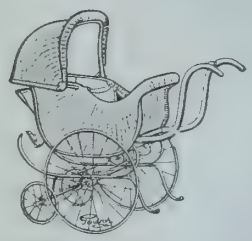
93-97 Adelaide Street West - Toronto

If interested tear out this page and place with letters to be answered.

THE GENDRON MFG. CO., Ltd.

Makers of a line of goods that are always in demand.

Children's Vehicles
Bathroom Fittings
Coaster Wagons
Sleds and Sleighs



THE GENDRON MFG. CO., Ltd.
137 Duchess Street, TORONTO

BALE-TIES

Hay, Straw, Rags, Paper, Flax, Excelsior, Shavings, Etc.

5 ft. to 12 ft. long. 12 to 16 Gauge Wire. Other Lengths or Gauges if required.

WIRE

Bright, Annealed, Coppered, Tinned, Galvanized, Etc., for any purpose. All Sizes, Any Temper.

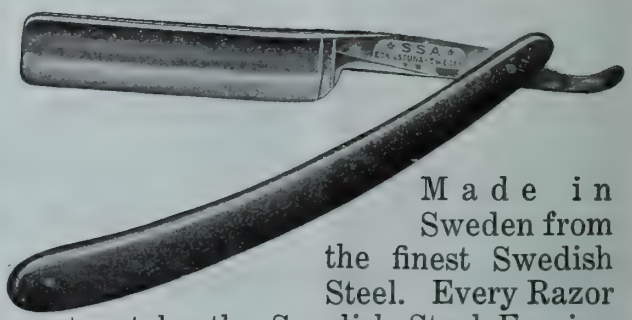
We carry at all times the LARGEST STOCK of Bale-Ties in Canada

THE
LAIDLAW BALE-TIE CO.
LIMITED
Factory and Head Office **HAMILTON, ONT.**

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
M. Bryan 24 Aldgate, London ,Eng.
Norman Jessiman 505 Hastings St. West Vancouver B.C.

RAZORS

Fully Guaranteed



Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors

Write for Prices to-day.

Canadian Agent:
F. W. Lamplough & Co.
46 Alexander St., Montreal

Manufacturer
Swedish Steel Forging Co.
SWEDEN

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

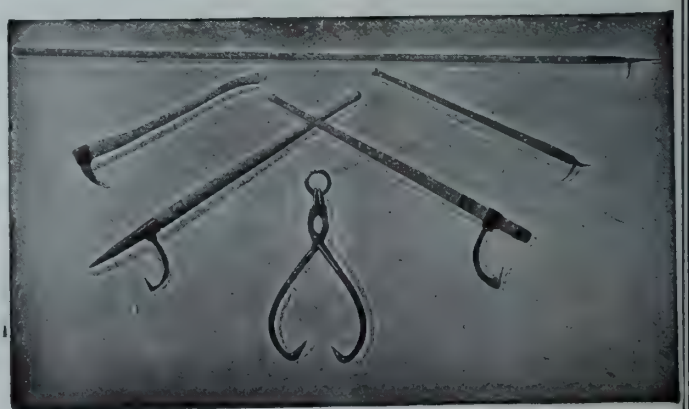
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.
Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

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The four good points that make TRIMO PIPE WRENCHES superior are the SPIRAL SPRING always in place, STEEL FRAMES that will not break, NUT GUARDS that protect adjustment nut and the INSERTED JAW in handle that can be replaced when worn.

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Your Jobber can Supply

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GLAZIERS' DIAMONDS Of All Descriptions

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Write to us for Illustrated Catalogue of EVERY TOOL required for GLASS CUTTING or to our

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WE MAKE ZENITH PREMAX LOOP LEVER HAME CHAINS

THE USER WANTS THE BEST IN HARNESS GOODS TODAY

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

QUALITY, SERVICE, SATISFACTION, PROMPTNESS

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.

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Makers of Hardware Specialties

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9 F

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Stop that Leak

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At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL

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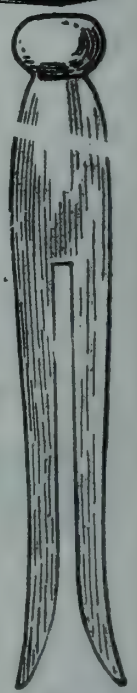
The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.



Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

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NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

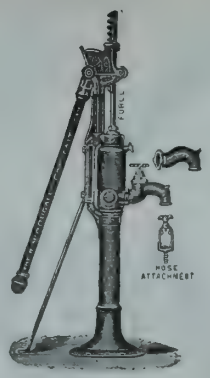

Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

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MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

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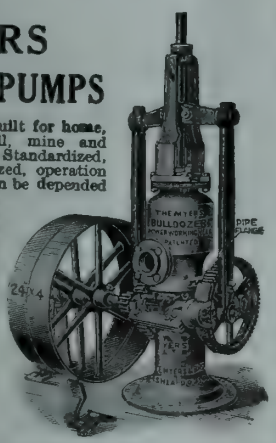

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Manufacturers of

FERRONA PIG IRON

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OPEN HEARTH STEEL

THE GOOD QUALITY OF LONDON BAR IRON

is abundantly proven by the

EVER-INCREASING DEMAND

We regret our inability to serve the many new firms who are offering us their business, and wish to assure our old friends that we are doing our best to keep pace with their increasing demands.

London Rolling Mills Co.

Limited
LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

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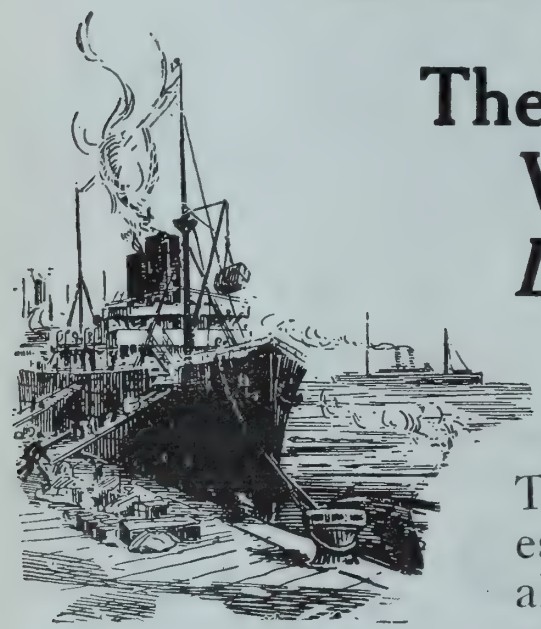
LION BRAND CORDAGE



The Close of Navigation Will Stimulate Sales For *Lion Brand Cordage*—

Be Ready!

Take up the cordage problem with our nearest agent and be ready for the demand that always comes with the close of navigation.

The cordage for all purposes and made in Canada too.

"COAST TO COAST SERVICE"

Consumers Cordage Co.
Limited
Mills at Montreal and Halifax

Branches and Stocks
St. John, N.B. and Toronto

Agents and Stocks
TEES & PERSSE, Limited
Winnipeg Regina Saskatoon
Moose Jaw Calgary Edmonton
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JAS. BISSET & CO. - QUEBEC
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THE TRADITIONAL TRADE MARK

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Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, OCTOBER 23, 1920 No. 43

CONTENTS

Big Business Revival Early Next Year 35-36
Putting a "Punch" in Store Advertising 37
Advertising Fall Hardware Lines 38
A Lively Washing Machine Campaign 39
Editorial Comment 40
Mail Order Houses Adopt New Merchandising Methods 41
News of Western Canada 42
Lighter Bookings of Iron and Steel 43
Events in the Trade 44-45
Hardware Letter Box, Catalogues and Booklets 46
Twenty Years Ago—Next Move in the Steel Market—Downward Price Trend Not a Recent Development 47
New Hardware Goods 48
Weekly Hardware Markets—Montreal, Toronto, London, Winnipeg, Pittsburgh 49-57
Present Market Outlook Gives No Reason for Curtailed Paint Sales 58
Weekly Paint Markets 64-66

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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

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HARDWARE AND METAL

GEO. D. DAVIS, Manager.

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STEEL SHEETS

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Owing to our close connections we are able to quote rock-bottom prices.

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560 St. Paul St. West
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GALVANIZED SHEETS

"QUEENS HEAD" GALVANIZED IRON
CANADA

STANDARD OF THE WORLD

We can now promise quick shipment

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Manufacturers
BRISTOL, ENG.

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Williams' Superior Drop-Forged Wrenches in Sets

"Big Seven"

"Big Ten"

"Ford" Set "A"

"Ford" Set "B"

EVER since the automobile became popular J. H. Williams & Co. have been designing and manufacturing Sets of Superior Drop-Forged Wrenches so that the inevitable tinkering and repairing to the motor car may be made easier for both the motorist and the mechanic.

In our Wrench Set Book we describe and illustrate a complete line of these sets, into each of which nearly a half century's experience in the making of Superior Drop-Forged Wrenches has entered.

Four of these sets are illustrated above.

Send for this Book. It will open to you new fields of prospective wrench business.

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"The Wrench People"

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30 Richards St.

BUFFALO
30 Vulcan St.

CHICAGO
1030 W. 120th St.

W. Bruce Campbell, Western Canadian Agent, 39 Confederation Life Bldg., Winnipeg

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, OCTOBER 23, 1920 No. 43

Big Business Revival Early in New Year

Better Business Than Any Time Since the War Expected to Start Next February—Basic Business in Canada is Good—No Radical Declines—Better Business to Follow U.S. Elections—Advise Keeping Well Sorted, But Not Too Heavy Stocks—Hardware Lines Not Speculative

A NUMBER of expressions of opinion dealing with present and prospective conditions as they affect various lines sold through the hardware trade, have been secured by Hardware and Metal, and these will provide much useful information to the trade. That the decline which has already been noted on some lines represents about the full extent of any such movement for some time, is one opinion. Better business in the United States, with its likely reflection in Canada is also expected after the election. The consensus of opinion seems to be that the best advice under the circumstances is to have confidence in the market to buy sufficient to maintain a well sorted stock but not too heavily.

Prices on Galvanized Sheets May Sag a Little More

"In connection with the present and future possibilities of galvanized sheets," said Mr. A. T. Enlow, president of the Dominion Sheet Metal Corporation, Ltd., Hamilton, Ont., "we might summarize the situation as follows; present supply, none; immediate prospective supply, fair; next spring, usual rush.

"It is evident therefore that the wise buyer will order before January 1 and as prices are declining somewhat and may sag a little lower he will lose nothing by so doing.

"The 'Gary Dinner,' that being the common name for the meeting of the American Iron and Steel Institute, New York, will sound the note in iron and steel circles which will dominate for the first and fourth quarters following.

"There will not be any radical decline, in fact the decline already made is possibly the limit in this swing.

"Underlying basic business is good, especially in Canada, and with the election in the U. S. over on November 2 and the Republican candidate elected as now seems very probable, business there will also be stimulated and Canada will get the usual reflex glow.

Little Possibility of Price Changes on Small Tools

"Your present request for our opinion of the business outlook for the immediate future is rather difficult to answer, but we will begin by saying that we are optimistic," said Mr. L. H. Laythe, sales manager Butterfield & Co., Rock Island, Que.

"We can see nothing in the present situation to cause undue alarm. That we have reached the crest of the long-extended high price movement and are now beginning the descent on the other side cannot be questioned.

"It was all expected, however, by clear thinking business men, and they have only been fooled in that it took longer to reach the peak than was anticipated."

"The law of supply and demand is inexorable, and was bound to bring about a readjustment of values sooner or later, and as long as the condition thus brought about is looked upon sanely and all steps and actions in business ventures governed and carried out accordingly, we can see no cause for worry.

"From our own standpoint as manufacturers of small tools, we can see little possibility of any change in prices for the present at least. Radical increases in freight rates, coupled with the fact that raw material in the shape of tool steel and malleable castings shows no reduction, make it impossible for us to reduce our prices now.

"Our advice to jobbers and large users is to buy what they need to keep their stocks well sorted, but not more than can be turned over in a reasonable length of time.

Progressive Swing Next February

"Finally it is our opinion that with the presidential election over in the United States, the crops moved in the Canadian West, a highly satisfactory holiday season at Christmas time, and the usual January first inventories out of the way, that about the first of February of the new year will see things on the progressive swing again, and in a much more healthy condition than at any time since the war began."

Good Steady Business for Next Nine Months at Least

"In reference to the business outlook, we may say briefly that it is our opinion that in the hardware trade we may look forward to good steady business for at least the next nine months with maintenance of the present prices," said D. R. Fowler, Canada Foundries and Forgings, Ltd., Brockville, Ont. "At the present time there does not appear to be any reduction of buying and it is most evident that the shortage of iron and steel products throughout Canada and the United States still exists."

This Firm Has Done no Spring Booking on Rope Yet

Cordage trade is slack at the present time, and so uncertain is the outlook that bookings are not being made yet for next spring as has been the case at this time in other years, according to Mr. Hubbard, Independent Cordage Company, Toronto. Mr. Hubbard points out that the recent slight decline in cordage was not a part of any general tendency originating with the sources of supply, but was merely a local revision. Some importations now coming into the country may have some effect on the rope situation in future. The future, it is said, will depend to some extent upon the trend of prices in the United States. Supplies are quite adequate to meet all current demands.

Longer Buyers Hold Off Greater Will be Rush

That there is not much prospect of any immediate declines in prices of sheets and metals is the opinion of Mr. Pepall, of Samuel Benjamin & Co., Toronto,

who points to the fact that metals are necessities and therefore unlike some of the lines which have recently been dropping in price. Mr. Pepall states that metal supplies are needed and that the longer buyers hold off the greater will be the rush later. He indicated that metal comes in for a wider use to-day than ever before, it taking the place of woodenware in some cases and there being new uses found for metal products each day, apart from the increasing use of metal in automobiles, agricultural implements, etc. In face of this prospect Mr. Pepall can see little prospect of lower prices on these lines.

Metal Buyers Holding Off

Business is rather dull with buyers holding off, according to Mr. David, of Baines & David, Toronto, who points to the fact that there can be no revision in steel prices, if any, before the meeting of the American Iron and Steel Institute next week.

Capacity Output of Metal Products

The Sheet Metal Products Company, Toronto, is enjoying one of the busiest seasons it has experienced for a long time. It was stated to Hardware and Metal that this company is operating two nights a week in addition to the regular day operations, and that all the help available is being used. This activity is to a large extent said to be necessary to catch up with back orders, there having been a considerable scarcity of such lines for some time past. Stove business is rather light on account of the continuance of warm weather.

Stove Rush Postponed

Mr. Gibson, Gurney Foundry Company, Toronto, confirms the statement that stove business is light owing to the weather conditions, and he is of the opinion that the weather is likely to hold up the stove rush until well on toward the end of the year.

Hardware Not Speculative

"There is nothing to be feared if we show confidence and courage. There will be a few jolts but the lessening of industrial activity will not be sufficiently severe to be alarming, and those who fear a depression will likely be wrong," said F. H. Whitton, Steel Company of Canada, Ltd.

"There is much work in arrears, much construction work to be done. A large demand is assured to supply our own people and the whole world. A downward trend in prices is taking place and the market will find its normal level, but what is its normal level? No one knows. When the public take all the goods produced at high prices it is useless to argue for lower prices. Speaking of hardware, we must not allow our products to be classified in our minds or in the minds of our customers in the same list as the more speculative commodities such as coal, sugar, cotton, silks, etc.

"Those lines which employ the least labor will come down first and to the greatest extent. Iron and steel premium prices will probably disappear, but prices will not come down as rapidly as other lines and the new normal level of steel will probably be a surprise to most of us.

"Wages are the most important item," said Mr. Whitton, stating that all those present knew the increase in this line. He, however, advised that no undue pressure be brought to bear to bring down wages too suddenly.

President of Stamped Ware Company Reviews the Situation

In discussing the price and business outlook with James Davidson, president of the Thomas Davidson Manufacturing Co., Ltd., Montreal, a representative of Hardware and Metal was given the following comprehensive review of the situation as it appears to-day:

Lines That Have Declined

"Sugar, hides, wool and copper prices have come down. One naturally asks, Are goods of which steel is the principal component also to be reduced in price? The first thing to consider is, Why did sugar, hides, etc., fall in price?

"Sugar is the product of few countries, and the crop, under ordinary conditions, regulates the price. During the war it was largely 'controlled,' and consequently the law of supply and demand did not exist. Then the bankers of the United States, to encourage larger supplies in Cuba, loaned immense sums to supposedly increase the production, but instead of this being the case the money was used to hold the sugar in store for further rises, and the paper profits of the holders were so immense that a state of false prosperity took such a hold on Cuba that the whole people went crazy, and a dollar would only buy what a cent should have bought, but the bubble broke, and the banks of Cuba had to stop payment. They have now slackened a little, to allow people with money on deposit, to withdraw a portion of it, to pay wages only. Sugar has to be sold to realize outside money, with the usual consequences.

"Hides and leather. Animals increase without any subsidies, and the warring countries stopped buying harness and other equipment, but not until they had supplies to harness every horse and mule for twenty years. In South America hides are piled up by the acre rotting in the sun and rain.

"Copper is an article in which wages bear a very small portion of the finished value up to the ingots; sheets are about as high as ever as the wages then become the great factor.

"Wool grows without government help and the release of shipping put four years of New Zealand, Australia and Argentine wool on the world's markets.

"Cotton was substituted for wool during the war and now has to compete with the 15-cent wool.

Products of Steel

"These are in a different position from the others; they are composed of wages Coal is all wages and freight; iron ore is all wages and freight; freight is all wages.

"The product of the above, pig iron, is all wages and freight. Billets, the product of pig iron, are all wages and freight. Bars for rolling into sheets, are all wages and freight. Sheets and plates are all wages and freight.

"The railway wages in the States are fixed by the government, and freight rates are fixed accordingly, so that if you take the freight from the mines of iron and coal, the freight from mill to mill, in the different processes, and to destination (our cost per 100 lbs. from mill to mill has gone up from 17 cents to 50 cents) you can realize where the present cost comes in.

"The nominal price of black sheets by the United States Steel Company is $5.35 per 100 lbs. and $8 per box for the tinplate, but the actual prices at which new material could be bought for the last six months has been $6.75 to $8 for the black sheets, and $8.50 to $9.50 per box for tinplate. These advances have not been taken advantage of by the Canadian manufacturers of stamped and enamelled wares.

"Tinplate, as you will notice, was not affected to the same extent as black sheets, and there is a rumor that black sheets will be fixed a little higher than the nominal price of $5.35, and tinplates fixed to correspond. So that the prospect of buying our raw materials at less than what our selling prices for the goods is based on is very slight, and while we do not look for a necessity to increase prices, it might happen."

No Slump in Electrical Business

"There will be no serious slump in the electrical business," said John A. Burns, manager of the electrical department of Munderloh & Company, Victoria Square, Montreal. "I say this after thirty-one years' experience in this line of work and during which we have passed through many periods similar to the present. We have educated the public into the uses of electrical appliances, and often times a housewife or her husband will do without a suit of clothes in order to purchase a good coffee percolator. There is a ready demand for these products and there will be no serious let-up in purchasing, in my opinion."

Mr. Burns stated that with the building of many hundreds of new houses throughout the country this would naturally stimulate and maintain present good demand for electrical appliances of all kinds. He does feel that there will be a quiet period for heavy electrical machinery, but that for the average household appliances and for the smaller elec-

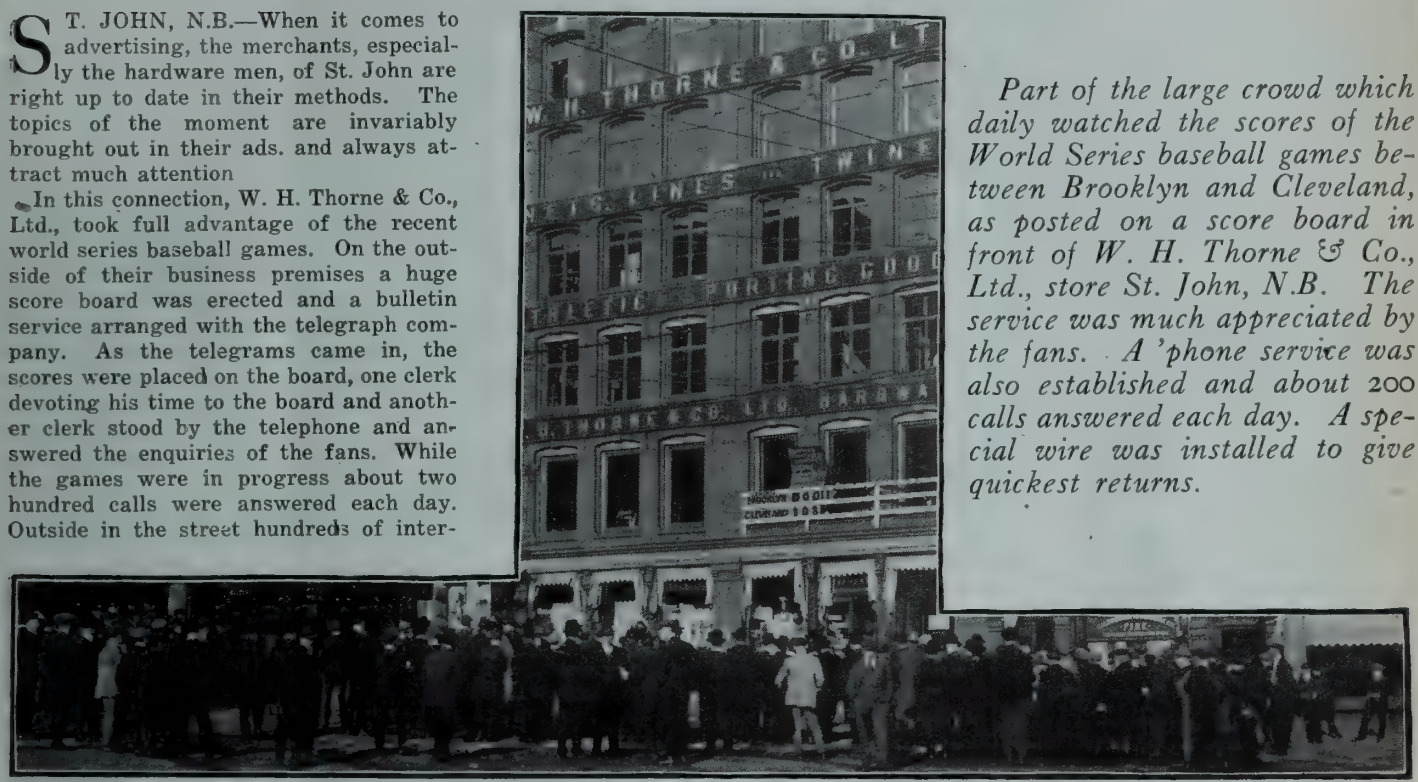
(Continued on page 56.)

Putting a "Punch" in Store Advertising

St. John Hardware Merchants Use Local Topics of Interest as Basis of Store Advertising—Attracting Large Crowds to See Baseball Scores—One Dealer Supplied Blankets for Horses in the Circus Parade—Making Seasonable Advertising Forceful.

ST. JOHN, N.B.—When it comes to advertising, the merchants, especially the hardware men, of St. John are right up to date in their methods. The topics of the moment are invariably brought out in their ads. and always attract much attention

In this connection, W. H. Thorne & Co., Ltd., took full advantage of the recent world series baseball games. On the outside of their business premises a huge score board was erected and a bulletin service arranged with the telegraph company. As the telegrams came in, the scores were placed on the board, one clerk devoting his time to the board and another clerk stood by the telephone and answered the enquiries of the fans. While the games were in progress about two hundred calls were answered each day. Outside in the street hundreds of interested spectators stood watching the scores until the end of the game.



Part of the large crowd which daily watched the scores of the World Series baseball games between Brooklyn and Cleveland, as posted on a score board in front of W. H. Thorne & Co., Ltd., store St. John, N.B. The service was much appreciated by the fans. A 'phone service was also established and about 200 calls answered each day. A special wire was installed to give quickest returns.

The score board was facing the market square and many of the old St. John citizens said that the crowd reminded them of the days when the market used to be held in the open, before the market building was erected.

Flypaper and Prohibition

When St. John was voted dry and inspectors appointed to enforce the law, Robertson, Foster & Smith, Ltd., hardware merchants, seized the chance to bring this subject into their advertising of fly papers. The inspector's name was Wilson, and one of their advertisements read, "Say, Bill, where do you buy your Tanglefoot?" "Sh! Sh! Here comes Wilson." "Oh, not that kind, what I want is for catching flies." "You can get it from Robertson, Foster & Smith, Ltd., St. John, N.B." This ad. caused a good deal of amusement and comment, and became a kind of a byword amongst many of the citizens, giving the firm a great deal of publicity.

Substitute Ad. for Old Established Time Piece

Outside the store of Messrs. T. McAvity & Sons, Ltd., there stands a large clock on the edge of the pavement, lighted by electric light at night. Recently the clock had to be taken out of the stand in order to be cleaned. This clock has stood in this same position for many years and everybody passing up and down the street has developed the habit of looking up and comparing their watch with the time given by the clock. As soon as the clock was taken down, an enterprising clerk pasted up on each side where the dials formerly were two advertisements. Every day thousands of passersby looked up and read this advertising. A less enterprising firm would

(Continued on page 56.)

"SAY, BILL,

Where do you buy your Tanglefoot?"
"Sh! Sh—Here comes Wilson."
"Oh, not that kind; what I want is for catching flies."
"You can get it from

Robertson, Foster & Smith, Ltd.
St. John, N.B.

A St. John hardware store's advertisement of fly paper linking up this line with a topic of local interest dealing with the enforcement of the prohibition law. This novel idea caused much local comment and much advertising for the store.

Advertising Fall Hardware Lines

Some Suggestions from Other Dealers on Effective Publicity for Lines Now Seasonable—Far-sighted Dealers Are Continuing Local Advertising Despite Present Market Conditions—"Special Housekeepers' Sale" Announced.

Herewith is shown an attractive, well-illustrated advertisement of fall hardware lines by Weed & Co., Buffalo, N.Y. A number of lessons in effective layout of newspaper ads. can be learned from this copy.

This ad. shows an electric washer in operation, and gives some sound argument for the use of such machines. An ad. from the tool department shows many seasonable lines, each illustrated, and prices plainly marked. A special housekeepers' sale is given prominence, illustrating oil stoves, electric irons, kitchenware, lamps, preserving lines, etc. Lines of finishes for fall painting and cleaning are mentioned, followed with a section devoted to fall automotive equipment. The vacuum cleaner ad. is linked up with the autumn bride idea. Announcement is made of the opening of the shooting season along with which is a mention of shot guns, cleaning rods, hunting garments and licenses. Household hardware for fall is also an important item, embracing a number of lines, and many lines of cutlery, clocks, thermos bottles, etc., can also be featured in addition to furnaces and stoves which form an important part of any fall advertisement. Illustrations used in conjunction with a brief description and prices are important points in such advertising.

A great many seasonable hardware lines lend themselves to effective advertising in the fall of the year, and despite the fact that the trade in Canada is having little difficulty disposing of all the goods which can be secured, progressive dealers are not overlooking the effect of maintaining a persistent advertising campaign to prepare for future trade.

A Lively Washing Machine Campaign

Some Novel Advertising Ideas Worked Out by Cowan Hardware Company, London, Ont., in Recent Washing Machine Sale—Linking Up the Appeal With Local Theatrical Productions—Demonstration Machines in Theatre Lobbies—Woman Demonstrator to Explain Advantages in the Household

LONDON, ONT.—The Cowan Hardware Co., on Monday, Tuesday and Wednesday of last week inaugurated a big "drive" in connection with the sale of washing machines. A woman demonstrator was brought specially from the factory in order that women might talk more intimately and ask questions which they might hesitate to ask a man. One advantage of this plan also was the knowledge the woman had of fabrics and the best ways to wash them.

It has frequently been mentioned in Hardware and Metal that the Cowan Hardware Co. is a thorough believer in the virtues of printers' ink. True to the firm's policy the women in London and district were acquainted through most attractive advertising matter over the week-end that the demonstration of washing machines was going to take place. It was impressed on them that this was going to mean a big event and be something worth while and that if they were interested in getting away from the drudgery of the wash tub and in learning just what a high grade washing machine could do Monday, Tuesday and Wednesday were the days to come to Cowan's and see the machine at work and ask all the questions they wanted to.

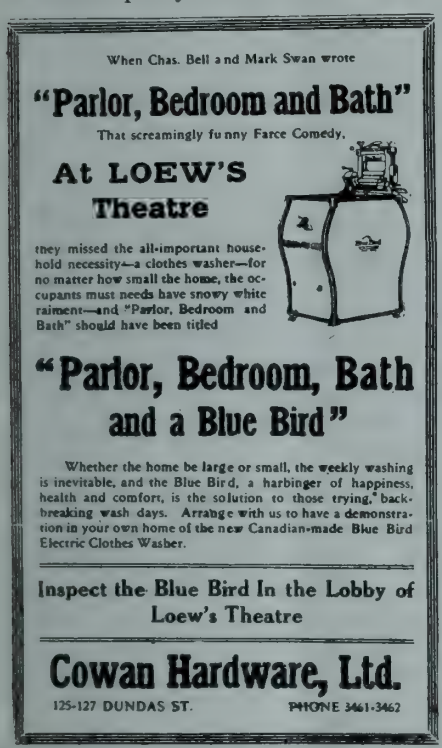
Interesting Reading in Ads

In its advertisement, which was three columns wide and ten and a half inches deep, the firm used half the space to feature the specifications of the machine and they made most attractive and interesting reading and in addition had the advantage of answering about 75 per cent. of the questions most women wanted to know first hand. In addition it got them interested and to cinch the impression thus made the advertisement contained a splendid illustration of the machine. Just a simple direct appeal and above and below in big display type "Cowan's Hardware" so that there was no possible chance of prospective buyers being mistaken about where they could see the machine working.

Large Crowd on Hand

The crowd of women that turned out for the demonstration was a revelation regarding the possibilities of washing machine sales. It showed also just how keenly women are interested in solving the question of getting away from the backbreaking job of standing over a

(Continued on page 56.)



Here is another ad. by the same firm dealing with the same topic, linking up the appeal for washing machines with a play at another local theatre. The title of the play was "Parlor, Bedroom and Bath." The ad. points out that in the play they missed an all-important household necessity—the washing machine—and it goes on to suggest that the title of the play should have been "Parlor, Bedroom, Bath and ——— (washing machine)." A machine was also on demonstration in the lobby of this theatre.

A somewhat novel procedure is followed out in this advertisement on washing machines by Cowan Hardware Co., London, Ont. The idea is to make the ad. of current interest by linking up with the title of a photoplay which was appearing in London at the time. The picture was peculiarly applicable in this case, it dealing with the drudgery of washing in the home which lacked such conveniences. The ad. is headed "Don't be a washing machine, buy one." It continues, "See Mary Pickford as a poor little laundry drudge and then resolve to have a ——— washing machine." A picture of the film star is shown as an illustration, to lend greater effect to the comparison, thus drawing much attention from those who at first glance wondered at the connection between the picture and washing machine. Announcement is also made in the ad. that a machine is on display in the lobby of the theatre at which that picture is being shown.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations. Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, OCTOBER 23, 1920

LUXURY taxes are beginning to get a large share of abuse owing to the fact that merchants are realizing it is too cumbersome a method of revenue production. Hamilton retailers are the latest to oppose the measure, suggesting a larger sales tax instead.

* * *

THOSE "in the know," figure there will be a great business revival early in the new year with better business than any time since the war. There is no reason for pessimism at the outlook and buying can largely be maintained by the dealer passing on some enthusiasm to his trade.

Confidence in Business Outlook

THERE is reason for the greatest confidence and optimism in the outlook as far as the hardware trade is concerned, according to the opinions expressed by manufacturers and wholesalers and which are outlined in this issue. The consensus of opinion is that there is little possibility of further price reductions for some time, that there will be a big revival of business at present price levels when the buyers find that the market has regained some stability, and that therefore the merchant is well advised to keep a well-sorted stock, but not too heavy a stock, at the present time.

There is no doubting the fact that large quantities of hardware are in demand, and some factories are working night shifts to catch up with back orders, despite the fact that they have temporarily cancelled a number of lines in their catalogs in order to concentrate on those in greatest demand. Present conditions, while temporarily curtailing buying, do not lessen the volume of materials required and the longer buyers hold off the greater will be the rush later. Underlying, basic business in Canada is good and the present situation calls for continued confidence in order to maintain a normal volume of trade. Good business is expected to follow the election in the United States early in November and that condition will also be reflected in Canada to some extent.

Mail Order Houses in Difficulty

RETAIL merchants will be interested in noting the changes in merchandising methods now being adopted by at least one large mail order house as evidence that even this medium of distribution which has long been looked upon by many in the trade as a formidable competitor is having its difficulties at the present time. Conditions are somewhat different to-day than at any time in the past; new situations have to be faced and there is little precedent to follow. A process of deflation is taking place as part of a readjustment of business to a more normal level and this condition is causing much unrest in trade, which has evidently extended to the mail order method of distribution.

There is little doubt that the retailer has had the advantage over the mail order house in the past in many respects, and while some dealers who suffered much from the inroads of such business had about decided that the only way to compete with catalogue houses was by the use of a catalogue itself, it is significant that the mail order houses are now adopting new elements which the retailer has employed right along and which he will continue to use with greatest effect. Among these elements is a more rapid delivery right to the customer's door, decreased transportation charges, and the opening of "outlet" stores. One of the changes made by the mail order houses referred to is the plan to deliver to the customer's home and to reduce freight costs by wiping out the 100 lb. minimum rate.

The local retail merchant has a much better proposition as far as delivery is concerned, apart from his other advantages of showing the goods themselves, his personal guarantee behind the goods sold, his subsequent interest in them, and his personal connection with local people. The mail order house realizes that it must get closer to its customers and facilitate ordering and delivery in order to hold its business. In all these elements the retailer stands supreme, and he is therefore at no disadvantage in such competition providing he makes the best use of the means at his disposal for fostering local interest.

May Expect Building Revival

THERE is no doubt that much building construction has been postponed owing to prevailing high costs of building materials, and the publicity given the prospect of lower prices within the next few months. This tendency has had its effect upon sales of builders' hardware and in some cases during the past few years of quietness in the building industry some dealers have given the premier display space formerly occupied by this line over to some other class of goods.

A declining market in many other commodities has curtailed buying of some lines, and meanwhile both the trade and customers are awaiting information as to the probable trend of the market. As to the building industry it is therefore interesting to note that the consensus of opinion among several leading authorities is that building costs are not likely to suffer any appreciable drop for some time to come, in fact, some state that it may be years. It is pointed out that while there has been a depression in the building industry since the first of September, this depression has brought, if anything, higher prices on building materials. Architects who recently were advising clients to postpone building are now advising them to accept modern costs and go ahead with building. Even the possibility of an increase in unemployment during the coming winter is not held to be likely to cause a drop in building costs owing to the fact that the number of skilled tradesmen in the building line is limited. Labor represents one of the big factors in the situation and a process of deflation of wages will necessarily be slow.

This survey of the situation gives some of the fundamental reasons why a revival of building may be expected and dealers can best plan their builders' hardware trade when possessing such data.

Some New Mail Order Merchandising Methods

Large Chicago Mail Order House Adopts New Methods Which Make Possible Closer Relation to Consumer—Adopting Retail Methods to Compete with Retail Stores—Retailers Have the Advantage If They Make Best Use of Their Opportunity

THAT the old established distribution methods of mail order houses are due for a rearrangement in order to allow them to give greater competition to retail store trade is evidenced in the new methods being adopted by Montgomery Ward & Co., Chicago, which is now adopting a plan to deliver goods "from the store to the door" and an arrangement for lowering transportation costs. It is evident that the mail order houses are having difficulties of their own these days and the methods they adopt to overcome such difficulties are particularly interesting to the retailers, particularly in view of the fact that the mail order houses are introducing a number of the elements of retail store merchandising in an effort to establish closer relationship with their customers. In this field the retail store stands supreme providing the retailer makes the best of his opportunity. An interesting article on this subject in Printers' Ink is as follows:

"For some time it has been a commonly accepted fact that the up-to-date retail store—with the emphasis upon up-to-date—no longer need fear retail mail order competition. Manufacturers and jobbers, working through their service departments, have finally convinced the retailer that the catalogue house is by no means the all-devouring monster that it has been pictured. It has been pointed out, properly enough, that the mail order selling scheme has certain inherent weaknesses which will forever prevent it from cornering the country's retail trade.

"All of this is very good. Nevertheless manufacturers, jobbers and retailers will be making a costly mistake if they think that the mail order houses are not striving mightily all the while to overcome their handicap. They don't expect to run the retailer out of business, of course. But they are fully alive to their deficiencies in the distributing scheme and will leave nothing undone to correct them.

"This is well exemplified in the recent activities of Montgomery Ward & Company. When this concern was taken over by the United Retail Stores Corporation interests, advertising and merchandising experts shook their heads and wondered what the answer could possibly be.

"The answer now is becoming apparent.

"Montgomery Ward & Company are adapting retail store methods. They are getting closer to the people both in advertising and distribution.

"Chicago retailers were surprised a short time ago to hear that Montgomery Ward had opened "The Outlet Store" in a crowded retail district on the northwest side. Through this store the company will sell directly to the public surplus supplies of its regular mail order stocks. Advertisements announcing the opening said that the prices would be considerably below the catalogue quotations. The goods will be sold on the cash and carry basis.

"It is said this mail order house expects to establish similar retail stores in every city where it has a distributing branch and eventually the same system will be employed in good-sized towns generally. Naturally there is no way of confirming such a statement and it is being presented here for what it is worth.

"So much for what Mr. Whelan and his associates expect to accomplish in a retail way in the larger cities. And now for the smaller towns.

Delivery to the Door

"Customers of the house in various communities received circulars recently, stating that Montgomery Ward & Company had completed arrangements to deliver goods 'from the store to the door.'

"This plan not only gives quicker and better service, but lessens the freight charge materially. All the freight orders destined for a certain town in one day are shipped in one lot in charge of a local transfer company. Instead of being charged on the customary 100-pound minimum for freight, as generally is the case, the customer has to pay freight only on what his goods actually weigh. The transfer company then delivers the goods to the house for a small cartage fee, which is smaller than the customer would have to pay if he arranged for the delivery himself. Delivery service on packages up to 20 pounds costs 30 cents; up to 50 pounds, 35 cents, and up to 100 pounds, 40 cents.

"In making this readjustment of things, Montgomery Ward does much to eliminate delay and expense. The mail order people themselves have been foremost in admitting that it is tiresome to wait for shipments and a nuisance to have to arrange for their delivery. In the smaller towns especially this latter consideration is of moment. In some towns it is embarrassing for people to go or send to the station for goods sent in by a mail order house. They are perfectly within their rights and are doing nothing to be ashamed of. But they fear the criticism that comes from the 'buy-at-home' boosters. Ward's new scheme suits them much better. It is practically the same as ordering goods from a local store if one wants to forget about the unavoidable delay. And the delay is not so bad when one saves enough on the order to more than pay for that inconvenience.

Outlet Stores

"With 'outlet stores' in the larger communities and the home delivery system in the others Montgomery Ward seems to be going a good way toward meeting the retailer on his own ground. This is adopting retail store methods to fight the retail store. It bears out an assertion made several times to the general effect that it is folly for the retail store to try to compete with the mail order house by using a catalogue—that a retailer can win as long as he uses his store to fight mail order, but will lose just as soon as he gets into the catalogue end.

"Speaking of catalogues and their distribution, Ward has adopted some forward methods in this direction also. Instead of sending recent midsummer price lists through

(Continued on page 66.)

News of Western Canada

Simpler Reports from Hardware Dealers

Members of New Board of Commerce at Regina Show Desire for Closer Co-operation with Merchants — Educational Campaign re High Prices Advised.

SASKATOON, SASK.—That the attitude of the new Board of Commerce towards the retail trade is vastly more reasonable than that of the old body is thought to be evident from the greater measure of co-operation which has thus far been evident. At a recent meeting of the Board of Commerce in Regina a delegation of retail merchants was invited, and they presented their case in the form of resolutions as follows:

"Resolved: That we reaffirm our contention that the fixing of profits is unfair.

"If, however, this practice of fixing profits is to be continued, consideration should be given to declining margins, due to ever-increasing overhead costs, and moreover the principle should start from the source of production and consideration be given to the cost of doing business in the varying localities.

"Resolved: That we as retail merchants desire to express our appreciation of the action of the Board of Commerce in modifying the questionnaire required from retail grocers and of their action in having this work centralized under the Bureau of Statistics to avoid duplication, and if not already done, would ask that similar action be taken in connection with the return required from other sections of trade, including hardware merchants and others.

"We also desire to express our willingness to co-operate with the board in the work they have undertaken to do, and with this object in view, would request that any matter affecting retail merchants be referred to the Dominion Board of our association for consideration.

"Resolved: That the Board of Commerce be requested to undertake an educational campaign with a view to placing before the public the facts as they exist with regard to causes of the high cost of necessities and to counteract the prevailing belief that there is going to be an immediate great reduction in the cost of such necessities, our firm conviction being that as most lines of merchandise are being quoted by manufacturers and wholesalers at greatly advanced prices for future delivery, no reduction can be looked for until the public itself reverts to a more ecenomical standard of living."

Board Finds Questionnaires Unnecessary

Commissioner Auckland replied to the resolutions for the board by stating with regard to the report of the hardware merchants and others, that the board had decided just as soon as possible to have them suspended, and more simple ones prepared and sent out by the Bureau of Statistics.

Commissioner White expressed his appreciation of the desire of the R. M. A. to co-operate with the board, and said that the board would be only too pleased to accept it, as it was only by co-operation with the different interests for the good of all that any good could be accomplished.

Nominee of R.M.A. for Advisory Committee

The question of having a representative of the R. M. A. on the board had been broached at Winnipeg, and the board had replied by quoting that part of the Board of Commerce Act which gave them power to appoint an advisor or advisory committee of experts in their particular lines. As soon as they returned to Ottawa it was their intention to immediately seek permission of the Government to appoint that advisor or advisory committee and it was the board's opinion that this would result in assuring the R. M. A. an opportunity of expressing their approval or disapproval of any order the board might feel called upon to put into effect. Also that this advisor should be appointed at the instance of the R. M. A.

Western Canada Notes

Southey, Sask.—H. Sandomirskey advises that, owing tc the fire which destroyed his buildings and stock, he would appreciate all firms with whom he previously did business to forward him copies of their catalogues.

A hardware store has been opened at St. Boswells by G. W. Williams.

* * *

Belaus Bros. are discontinuing their hardware business at Saskatoon and moving their stock to Humboldt and Lancer.

* * *

Regina.—Twelve stores, half the business section of Wadena, Sask., are reported in ashes as the result of a fire that caused $300,000 damages to this town.

Railway Material to be Sold

Railway material amounting to 30,000 tons, ordered by the Russian Government and which has been lying for years in the Canadian Pacific yards at Coquitlam, B.C., awaiting shipment to Siberia, will be sold by the British Government to the highest bidder.

Do Not Approve of Half Holiday the Year Round

Brandon, Man. — As the result of a petition circulated among the merchants of this city by W. E. Crawford, president of the Retail Merchants' Association, it is not probable that the retail stores in this city will adopt the Thursday half-holiday plan the year around. The petition was circulated for the purpose of finding out how many merchants were in favor of the half-holiday being granted, and 35 merchants voted "No," and only three favored the plan.

Accordingly it looks very much as if the merchants of Brandon will reject the scheme.

Hardware Clerk Comes Into Large Fortune

Calgary.—Fred James, an employee of the cutlery department of Wood, Vallance & Adams' Hardware Company, in Calgary, has been notified by a firm of solicitors in England that he is heir to something like a million dollars, left him by his brother.

James, who worked for a time in Hamilton, is leaving with his wife in a few days for the Old Country, where he will enter into possession of the bequest.

The father of James had made considerable sums of money in South Africa, and on his death the fortune was left to the eldest son. This son was badly wounded during the war, and has since died as a result.

Iron and Steel Bookings Very Light

FURTHER tapering off of both new business and plant operations more clearly has marked the progress of the readjustment movement in iron and steel, says the Iron Trade Review. Fresh bookings are the lightest in many weeks as buyers are wholly indifferent to offerings of tonnage which only a few weeks back would have been most attractive to them. Added to this, cancellations and suspensions have been large and still are flowing in upon producers. More mill capacity is being offered to suspend or go on a part time basis. Under these conditions competition has grown keener and prices in a number of lines show increasing unsettlement. Reflecting the listlessness of the market, some independent companies have manifested a willingness to reduce their prices to the level being quotted by the steel corporation but have refrained from doing so since they are convinced this would not stimulate buying at this time.

Renewed interest has been centred upon the price policies of the Steel corporation with the appearance of widespread reports, as yet without official weight, that important announcements by the leading producer are near at hand. Some of these reports are to the effect that an advance of $2 to $3 per ton in plates, shapes and bars applying from Jan. 1, may be adopted.

Decreased Output of Iron and Steel

The movement toward lower prices for pig iron and the products of independent steel mills is more rapid and there are more shutdowns and curtailments of production. Signs now point to a decline in both pig iron and steel ingot output in October, though an increase was indicated as the month came in, says the Iron Age.

An Eastern steel company has just blown out four blast furnaces, and at a Western Pennsylvania independent steel plant operations are at 60 per cent., as against 80 per cent. only recently.

The belief that activity will succeed the present hesitation early in the new year is prompting the policy in some cases of adjusting operations for the time being to the limited demand, without pressing for new business. Meanwhile concessions are largely confined to the smaller mills.

Purchasing Agents Consider Market Tendencies

A NUMBER of interesting observations were made in regard to the probable trend of the market at the convention of 3,000 United States and Canadian purchasing agents in Chicago. The delegates represented a combined buying power of billions of dollars, and the conclusions arrived at therefore have special interest.

Prices, everybody agreed, have reached the peak, and sales resistance has crystallized because of the present tremendous cost of raw materials. The only exceptions in what the purchasing agents believed is an impending general decline are coal, and possibly paper. There is a possibility, they believe, for a general price decline so rapid and precipitous as to even hurt the general consumer.

Transportation problems were held to be extremely acute on both sides of the border. From their knowledge of costs and charges the delegates were convinced, however, that the recent increase in transportation charges is being utilized as a pretext for holding up prices.

Motor Industry Quiet

Discussions along various lines of industry revealed that the motor industry is quiet. Unemployment is reaching serious proportions in the large steel centres. Further reductions in the prices of motor cars, therefore, the delegates concluded, are to be expected. Incidentally, a drop in the price of glass, they say, is to be expected.

Oil men at the convention made the alarming declaration that at the present rate of gasoline consumption there is barely enough crude material in sight to supply the world's motor cars for from seven to ten years hence. Indications, therefore, were for continually mounting gasoline prices.

Questioned regarding the possibility of a reduction in wages with a reduction in the prices of commodities, officials of local labor organizations declare that a decrease in prices would have to be much greater than some of the recent drops before a cut in wages could be considered. There was still a great difference, they claimed, between current wage rates and the cost of living.

Meeting of Association of Canadian Advertisers

Toronto.—The annual meeting of the Association of Canadian Advertisers takes place in the Prince George Hotel on Wednesday and Thursday, October 20 and 21. On Wednesday evening the association has arranged for a "smoker." The president of the organization is D. George Clark, McClary Manufacturing Company, London, Ont.

Secure Canadian Agency

Montreal. — Hyndman, Smith, Company, 248 St. James Street, Montreal, have been appointed Canadian representatives for S. Smith & Sons, Inc., exporters and importers, 154 Nassau Street, New York. This firm manufactures extensively various lines of automobile accessories which are now being introduced to the Canadian trade as above, and is a branch of the parent house in Great Britain.

Good Business in Hunting Equipment

A number of hardware dealers throughout Ontario report a good volume of business in anticipation of the shooting season. Many large parties are said to be organizing. Quite a number of parties are expected over from the United States.

The fact that the season is a little longer this year is expected to overcome the difficulties of the past due to a last minute rush. A spell of sharp cold weather will make ideal shooting in the north, according to travellers from that section.

On Monday, October 25, the hunting season opens for deer and moose in Ontario, with the exception of that part lying south of the French and Mattawa rivers, where the opening is delayed until November 5. The few days of cold which was experienced a week or so ago aroused the hunting instincts to some extent and now is a good time for dealers to plan some attractive displays and other sales methods to get their share of this business.

Ontario Now Has 176,000 Motors

The number of automobiles of all kinds in Ontario has increased by over 30,000 during the past year. Official figures have not been published, but it is understood that the total registration at the Department of Highways of passenger cars this year numbers 155,000; of motor trucks and commercial vehicles, 15,000; of motor-cycles, 6,000; or a total registration for Ontario of all kinds of motor vehicles of 176,000.

Last year the figures were; Passenger cars, 127,860; motor trucks, 11,428; motor-cycles, 5,516; total, 144,804.

Assuming the population of Ontario to be about 2,750,000, the Province has one automobile to every 15 persons.

It is anticipated that the Ontario Government's revenue this year from motor vehicle fees will be almost $2,000,000.

Hamilton Merchants Oppose Luxury Tax

Hamilton, Ont.—Local retail merchants at a recent meeting went on record as favoring the immediate abolition of the luxury tax of 10 per cent. And increasing the sales tax to retailers to a degree that would recompense the Government for any consequent loss of revenue. It was pointed out that total collections of the luxury tax so far had amounted to only about 20 per cent. of the collections of the sales tax. Copies of a resolution are being sent broadcast with the object of giving the movement enough force to bring action at Ottawa.

Events in the Trade

Business Changes

Valparaiso, Sask.—W. J. Newsome has sold out his hardware business here.

Toronto.—J. W. Hopkins, hardware merchant, has been succeeded by Robert Ovens.

Taber, Alberta.—R. D. Shiell, proprietor of Shiell's Hardware, has sold his business to Shiells Hardware Ltd.

New Firms

Mindenoya, Ont.—Cushing & Jackson have commenced a new hardware business here.

Birch Cliff, Ont.—Harold Williamson has opened a hardware business at Stop 23, Kingston Road, having sold out his garage and accessories business at 1615 Queen Street E., Toronto.

Obituary

Montreal.—George M. Webster, of the contractors' supply firm of Hyde and Webster, died on Tuesday last at his home in Montreal.

Personal

Montreal—F. J. Manheimer was in the city this week representing Kaufman Bros. & Bondy.

Montreal.—Herbert C. Seybold, of Starke, Seybold, Ltd., attended the hardware convention, held in Atlantic City.

Montreal.—A. J. R. Curtis, of Chicago, assistant to the United States' Senate committee on reconstruction, addressed the Montreal Publicity Association on the cement industry.

Ottawa.—T. H. Price, formerly in charge of the advertising department of Ottawa Paint Works, Ltd., has left the service of that company.

Montreal.—Walter B. Ramsay, president, and Arthur G. Brown, general manager, A. Ramsay & Son, Co., Ltd., Montreal, returned from a trip to Western Canada.

Montreal.—A. T. Black, general manager, Martin-Senour Co., Ltd., was this week a visitor to Toronto; W. C. McCutcheon, of the purchasing department, Caverhill, Learmont & Co., attended the hardware convention at Atlantic City; Arthur E. Smith, H. L. Judd Co., Boston, was a Montreal visitor this week.

Montreal.—R. L. Hornidge, for the past two years manager of the automobile accessory department of Lewis Brothers, Ltd., Montreal, has joined the staff of Motor Sundries Ltd., Toronto. For ten years Mr. Hornidge has been associated with the automobile business in various respects. He assumes his new duties in Motor Sundries Limited, on the first of November.

Montreal.—Thomas F. McCrae, American Lead Pencil Company, New York, called in the Montreal trade this week; O. A. DeGraw, Western Clock Company, Limited, was in Montreal during the week; George A. Paine, of A. J. Reid & Company, Philadelphia, was a trade visitor to Montreal this week.

Western Ontario News

C. G. Davis, manager of the Maple Leaf Harvest Tool Company's plant at Tillsonburg, Ont., sailed on Tuesday for England. He has been granted a year's leave of absence by the firm, and prior to his departure was pleasantly surprised by the employees, who gathered and presented him with a diamond pin. During the absence of Mr. Davis, W. H. Hill will be manager.

* * *

The show window of J. H. Slater, hardware merchant at Ridgetown, Ont., was most attractively arranged during the three day fair. The basis of the decorative scheme was a woodland scene featuring hunting and was cleverly worked out. It not only hit fair visitors in the eye from an attractive standpoint, but was a business producer as well. Mr. Slater backed his window display by some seasonable advertising, directing attention to the duck shooting season, the shells and rifles he handles, and closed with the timely hint to "Have your stove put in shape NOW before the cold and the rush."

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George A. Sills, hardware merchant at Seaforth, Ont., has returned after spending two months' holidays with relatives in Saskatchewan.

* * *

R. Grass, of St. Catharines, Ont., has taken a position with the Maple Leaf Harvest Tool Co., at Tillsonburg, as bookkeeper.

* * *

H. Edge, of "The Big Hardware," Seaforth, Ont., has been making a big "drive" on roofing, heating systems and new bathrooms, and has enough work on hand to keep him going for some time as a result of his efforts. Mr. Edge has always been a consistent and steady advertiser, and this has brought him in business from a wide radius around Seaforth.

Reeve B. W. F. Beavers, of Exeter, Ont., hardware merchant, is a great booster for good roads and for maintaining bridges, and during the week has been very busy in the northern part of Huron County looking after improvements.

* * *

Russell Beattie, of the Russell Beattie Hardware, London, Ont., and his bride, have returned after spending their honeymoon in the Adirondacks.

* * *

David Crombie, who has just been appointed assistant transportation manager for the Canadian National Railways, with headquarters at Toronto, was for many years in the hardware business at Chatham, Ont., with D. H. Douglas and the late George Stephens.

* * *

Heaters that will burn coal, wood, or gas without changing are being featured this week in the store and window displays and also the advertising matter of Conn's Hardware at Tillsonburg, Ont. In view of the fuel situation this appeal is particularly timely, and Mr. Conn reports excellent results in the way of sales.

* * *

A three day "Cash Sale," during which ten per cent. off on all shelf goods, and five per cent. off on all stoves, churns and washing machines was offered, resulted in a considerable increase in turnover at H. R. Carter's store at Clifford, Ont. Incidentally room was made for new goods that were coming in, and both merchant and customers were satisfied with the results of the sale.

* * *

Building continues very active in London, Ont., and a large number of new homes will be proceeded with to take care of workmen coming in for new factories. There is not a house to be had for rent at the present time, and many of the larger dwellings are being made into duplex houses and apartments.

New Factory Extension

The Dyer Company, of Cambridge, Mass., makers of special garage equipment and large manufacturers of pistons, are completing a new and large addition to their plant. It is planned to have the new plant equipped with the most modern machinery within a few weeks, in order to begin production for the trade of 1921.

Convention of N.H.A. at Atlantic City

The twenty-sixth annual convention of the National Hardware Association of the United States was held at Atlantic City October 19 to 22.

Stratford Brass Co. Appoint New Representative

Montreal.—The Imperial Electric and Hardware Co., 210 St. Lawrence Boulevard, Montreal, has been appointed Montreal representative of the Stratford Brass Co., Stratford, Ont. They will handle, particularly, the various lines of builders' hardware made by this firm.

Montreal Firm Changes Name

Montreal.—Forrest, Jackson & Forrest, Craig Street West, Montreal, have reorganized and will conduct business at the above address as Sheffield Engineering & Supplies, Limited. They will handle "Dormer" high speed twist drills, high speed drill, milling cutters and reamers, lines made by the Sheffield Twist Drill & Steel Company. Hack saw blades and files will also be carried. The officers of the firm are: President, E. Jackson; vice-president, Capt. H. H. Pinch; and secretary-treasurer, E. B. Forrest.

New Furnace in Operation

McIntyre & Taylor, Ltd., 501 Queen Street W., Toronto, have installed and commenced operating this week their new furnace for turning out castings and stove repairs and linings. McIntyre & Taylor now carry repairs for almost every stove and range manufactured in Canada and with the new foundry in operation expect to be able to take care of all demands.

Asks Bounty of $1 a Ton for Steel

Sault Ste. Marie, Ont.—The steel men asked for protection on steel rails and the Board of Trade of this city asked for a bounty of $1 a ton on iron ore produced in Canada for fifteen years at the recent sitting of the Tariff Commission here.

Canadian Delegates at Motor Conference

London, Eng.—Canadian delegates representing Ontario, British Columbia, Nova Scotia, Quebec and Newfoundland, will, together with representatives of every department of the British Government, discuss Empire problems, road improvements, motor transport, and motor fuels at the important Imperial Motor Transport conference in London.

Fulton Motors Take Over Plant of Marathon Tire Co.

St. Catharines.—Fulton Motors, Ltd., have announced that they will take over the Marathon Tire Company factory at St. Catharines. The parent organization is the Fulton Company of Farmingdale, N.Y.

Wins Silver Trophy

R. T. Coleman again wins the cup awarded by Beatty Bros., Ltd., of Fergus, to the salesman selling the greatest volume of hardware business during the business year. Beatty Bros.' business year ends August 31, and Mr. Coleman not only excelled his own record of the previous year, but also beat the previous

R. T. COLEMAN
Beatty Bros., Ltd.

sales record for the whole firm. The cup become the property of the salesman who wins it three years in succession, and judging from Mr. Coleman's previous record, it is quite likely that by this time next year he will be the proud possessor of a silver cup.

Electric Irons in Big Demand

Approximately 2,500,000 electric flatirons, valued at $17,500,000, and 60,000 electric ironing machines worth $10,000,000 at retail, will be manufactured in the United States in 1920, trade estimates predict.

Atkins Salesman Hurt in Fall

Harvey Avery, E. C. Atkins & Co.'s oldest salesman, being eighty-one years young, very nearly lost his life recently when he ascended in an aeroplane at a county fair, to distribute advertising matter. When Mr. Avery wrote the advertising department that he desired some advertising matter for this purpose, he was told that he was too valuable for such a performance and that he had better not try it. He ascended however, and the pilot tried to loop the loop but was not high enough from the ground and they crashed into the earth, hurting both very badly.

Fire Loss

Hamilton, Ont.—The Equator Manufacturing Co., manufacturers of electric stoves, report a loss by fire.

Beaver Company Opens Plant at Ottawa

Ottawa.—A completely equipped roofing plant has recently been built at Ottawa for the manufacture of vulcanite asphalt roofing.

The Beaver Company, Limited, which has brought this industry to Canada, is to offer vulcanite asphalt roofing as a Beaver quality product.

Simonds Company Opens English Branch

Montreal.—Simonds Canada Company, Ltd., has just secured a charter and established a new company in Great Britain, to be known as Simonds Saws, Ltd. An office and shop has been opened at 53 Bayham, Camdentown, London, N.W., where a full line of Simonds saw steel products as is demanded in Great Britain will be carried. The shop will provide for maintenance and repairs of saws, machine knives, and other edge tools produced by the Simonds Company.

Guy A. Eaves, formerly connected with the Fitchburg, Mass., plant of the company, has assumed the duties as office manager, and Leon E. Wilbur, a Simonds man, who has covered the Great Britain territory since his discharge from the army in France, will be associated with him.

Hardware Exhibits at Kingston Fair

Kingston, Ont.—Among the many interesting exhibits to be seen at the Kingston fair recently was that of McKelvey and Birch, hardware dealers, of this city.

Cutlery, stoves, tinware, aluminumware, paints and oils, and an exhibition of plumbing fixtures comprised the bigger part of the exhibit.

W. H. Cockburn, hardware merchant of Princess Street, had a fine exhibit of cutlery, paints, oils, roofing materials,

Agents for Mephisto Bits

Montreal.—Richardson & Bureau, 55 St. Francois Xavier Street, Montreal, have been appointed sole Canadian agents for the Mephisto line of auger bits, made by the W. A. Ives Mfg. Co., Ltd.

Personal

Toronto.—Mr. David, of Baines & David, is leaving the city for some weeks.

Toronto.—Mr. Thomas, of Sherwin-Williams Co., will attend the salesmen's convention to be held in Montreal.

Toronto.—Wilson Sheridan, of W. & J. Sheridan, Brockville, was a visitor to McClary Manufacturing Co. last week.

Toronto.—A. T. Choate, of Warsaw, Ont., and H. D. McInnis, of Kirkfield, Ont., were visitors to H. S. Howland Sons & Co. this week.

Toronto.—T. B. Williamson, of H. S. Howland Sons & Co., attended the convention of the National Hardware Association of the United States in Atlantic City.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

OIL BURNERS FOR STOVES AND RANGES

Otto Knechtel, Waterloo, Ont.—Can you tell me who make oil burners for stoves, ranges and furnaces?

Answer—The Acme Burner & Heating Co., 3 Wellington St. W., Toronto, Ont.; the Canada Oil Burner Co., 35 Adelaide St. W., Toronto, Ont.

DAHL MASTER SLIDE RULES

R. Chestnut & Sons, Ltd., Fredericton, N.B.—Kindly advise us of the manufacturer of Dahl master slide rules.

Answer—These are made by the Dahl Mfg. Co., 51 East 42nd St., New York City, N.Y.

APEX VACUUM CLEANER

J. Hammer, Neustadt, Ont.—Can you inform us who makes the Apex Vacuum Cleaner?

Answer—This is made by the Apex Electrical Appliance Co., Cleveland, Ohio, and Ontario distributors are McDonald & Willson, 347 Yonge St., Toronto, Ont.

OAKLAND COOK STOVE

Patterson & Park, Dummer, Sask.—Kindly advise us where we can obtain repairs for the Oakland Cook Stove.

Answer—McIntyre & Taylor, Ltd., 501 Queen St. W., Toronto, Ont., state they have repairs for this stove.

WOOD TURNERS' CHISELS

The Schultz Bros. Co., Ltd., Brantford, Ont.—Kindly advise us of manufacturers or wholesalers of wood turners' chisels.

Answer—The following make wood chisels and you can also procure these from any wholesale hardware firm. Chisel manufacturers—Canadian: The Quality Tool Works, Montreal, Que.; The Josiah Fowler Co., Ltd., St. John, N.B.; Gilmour Bros. & Co., Montreal, Que.; The Canadian Foundries & Forgings, Ltd., Brockville, Ont. American: C. E. Jennings & Co., New York, N.Y.; Peck, Stow & Wilcox Co., Cleveland, Ohio; L. & I. J. White Co., Buffalo, N.Y.; Union Hardware Co., Torrington, Conn.; Bridgeport Hardware Mfg. Corp., Bridgeport, Conn.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

"REGO" WELDING AND CUTTING APPARATUS

The Bastian-Blessing Co., West Austin Ave., at La Salle St., Chicago, Ill., have just received off the press their new catalog, No. 20, descriptive of the "Rego Welding and Cutting Equipment." The catalog which is well illustrated shows the various styles of torches and cutting apparatus manufactured by this firm.

The makers point out that the Rego apparatus, while reasonably priced, does not, however, compete with cheap equipment. It is essentially a quality line and all the torches and regulators illustrated have been examined and approved by Underwriters Laboratories and National Board of Fire Underwriters.

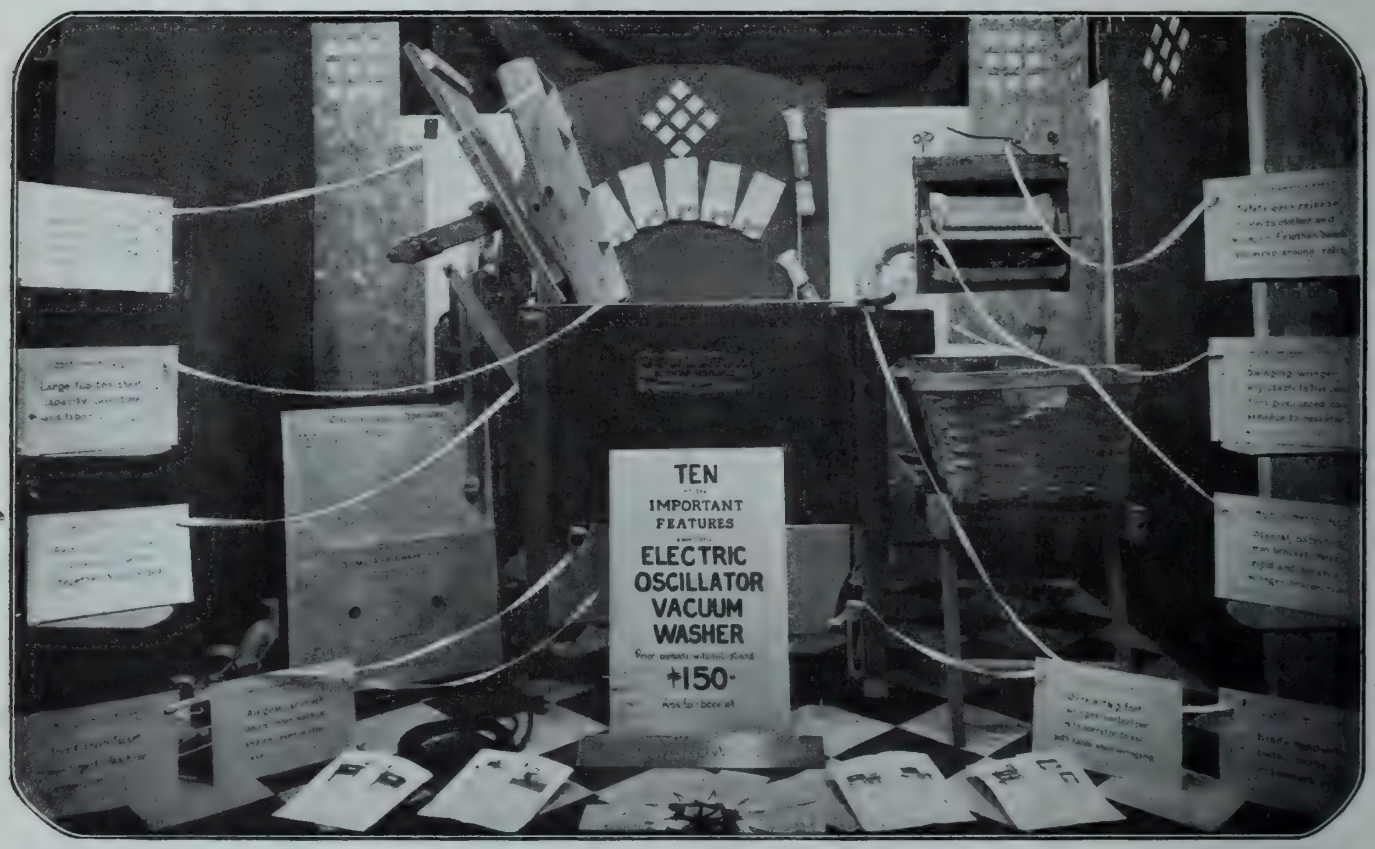
The torches and cutting apparatus listed are suitable for all different classes of sheet metal work, and for plumbers and tinsmiths, auto repair work and for jewelry manufacturing and repairs, and for use with oxygen and acetylene, hydrogen or any kind of compressed combustible gas as well as natural gas.

The "Rego" principle is said to eliminate "flashback" under all operating conditions. A few of the "Rego" details claimed are: one-piece nickel-copper tip; renewable mixing chamber; all valves outside; long leverage on oxygen control; positive locking device operated without strain; no flashback; economy; sturdy construction; simplicity; balance pressures; soft welding flame.

The special features of the "Rego" diaphragm regulator are fully described and illustrated with diagram.

An eight-page booklet, entitled, "A New Principle in Welding and Cutting Apparatus," is enclosed with catalog.

Each article listed is guaranteed by the makers who have twelve years' gas apparatus manufacturing experience. Catalog will be mailed upon request.



Comparatively cheap motive power makes the use of electric labor-saving devices in Canada an economy. The winter season is approaching, when heavy clothes will again form the bulk of the washing, and now is therefore a good time to emphasize the labor-saving element involved in the use of an electric machine. Herewith is shown a good way of demonstrating a washer. Place the machine in the window with all its parts visible and a card explaining the function of each with a cord or ribbon connecting the two. Getting action into the display is also effective so the machine might therefore be put in motion. Some dealers show a neatly dressed housewife supervising the washing by this method compared with the drudgery of the old method.

Twenty Years Ago

Items of interest reprinted from the Hardware and Metal files of twenty years ago.

The following items are taken from Hardware and Metal of October 27, 1900.

In September, 1898, linseed oil could be bought at 43½ cents per gallon by the paint makers; to-day it is worth a little over 80 cents per gallon to lay down in Montreal. This is an advance of 84 per cent.

* * *

No one who knows anything about the industrial development of Canada would ever dream of terming the exhibits at the Toronto Fair representative of the manufacturing industries of this country.

* * *

Ground has been broken at Newark, N.J., for building a plant for the Sherwin-Williams Co.

* * *

The McClary Mfg. Co. are putting a new stove on the market this season called "McClary's Hot Blast Heater," which is especially adapted for this country.

* * *

R. Buchanan and Wm. Penstone, late of J. Henderson's hardware store, Barrie, Ont., have opened a new store in the same town.

* * *

As the necessary $450,000 bonds have been subscribed for the Toronto Hotel Company, it is likely the contracts for the Palace Hotel which is proposed to be built at the foot of Victoria Street on King will be let in a short time. The plan calls for 42 bathrooms, some of which will be fitted with showers and be up to date in every respect.

* * *

J. Hillhouse & Co., Clifford, Ont., increased the capacity and improved the appearance of their store.

* * *

Following are a few quotations taken from Hardware and Metal's market reports: Barbed wire, $3; galvanized, No. 9, $2.90; wire nails, $2.85 keg; cut nails, $2.35 keg; sisal rope, 8½c base; manila rope, 12½c base; cotton twine, 22c lb.; bar iron, $1.65 base; tinned sheets, 9c lb.; galvanized sheets, English, $4.85; American, $4.50; Canada plates, dull, $3.15; half polished, $3.25; all bright, $3.85; lead pipe, 7c lb. less 15 per cent.; half and half solder, 21c lb.; putty, bladders in bbls., $2.10 hd.; plaster of Paris, $1.90 barrel; pure mixed paints, $1.20 to $1.30 gallon; linseed oil, raw, ¼ barrels, 84c; turpentine, single barrels, 61c gallon; glass, star, 50 ft. boxes, $2.10, terms, 4 months or 3 per cent. 30 days; pure white lead in oil, $6.62½.

Confidence

MONTREAL.—In speaking with a Montreal retailer a few days ago he related the following incident:

He was speaking with a wholesaler who, evidently, has some misgivings regarding the future of prices. This retailer said to him:

"Did you ever know of prices on hardware declining as quickly as they advance?"

"No, I do not know that I have."

"Well, it took five years or more for prices to advance to their present levels, and I think it will take a long time for them to decline to the levels they started from."

This dealer believes in buying in small quantities and selling as much as possible, but he has every faith in the future of hardware products and has no misgivings about a precipitate drop coming in these lines.

The Next Move of the Steel Market?

LATEST advices are that some of the independent steel mills may be expected to reduce some prices to somewhat nearer the level of the U. S. Steel Corporation prices. The Corporation price on rails is now $47.50 while the independent's price is $65. It is reported that the corporation may advance rail prices $10 per ton. This was forecast in Hardware and Metal in a recent issue in connection with a report of an address made by F. H. Whitton, Steel Company of Canada, Ltd. As a general rule, however, the independent mills are holding to their prices and extensive cutting is not anticipated. Steel business is reported to be good. While the demands of the automobile industry have fallen off somewhat, it is pointed out that this class of business represents only 3 per cent. of the total tonnage produced and is therefore a very small factor.

Pittsburgh openly admits that the steel market there has developed more than usual flatness and that there is a falling off in consumption. While this may be so, yet it is not reflected to any great extent in Canada. In fact some of the merchants in the steel and iron business claim that the situation has become stronger during the last week. A few days ago, they claim, there was a feeling that the bottom might fall out of the market, but it has become fairly well established since then that there is not going to be any sharp reduction in prices.

Some of the material that has been turned loose by the cancellations of the automobile plants is being taken up by other concerns, and there are cases where coisiderable relief has been afforded by this action.

Downward Trend of Prices is Not a Recent Development Only

THE downward revision of prices continues to be the factor dominating the general business outlook. The movement is a natural and inevitable corrective of the unstable condition created in the previous period of rising prices, reckless public buying and widespread speculation. Falling prices are not a recent development. Before the close of 1919 the prices of a number of important commodities had begun to decline. By the spring of 1920 a definite downward trend had been established. Since then the movement has been accelerated, until within recent weeks it has forced general recognition that the period of excessive buying at rising prices has definitely ended. Business must now go forward on a lower price level. This readjustment cannot be effected without embarrassment in individual cases. It will be effected, however, without serious general results by reason of the inherent strength of the credit situation and the assured co-operation of the banks with business, says the National Bank of Commerce.

The banks are amply prepared to finance business while it is working out a more normal basis of operation and a stable level of prices. This process will require the employment of a large volume of credit. Inventories cannot be disposed of abruptly. In many lines, owing to general indisposition to buy, their liquidation must be effected very gradually. Meanwhile, they must be financed. The long run effect of the downward price movement, however, will be to ease the credit situation. The freedom from disturbance with which the readjustment is effected depends largely on the willingness of business to recognize the changed conditions.

Stabilization on a new price basis does not involve a return to the prewar price level. For nearly two decades prior to the war, prices had been rising steadily. On economic grounds this rise might reasonably have been expected to continue, had there been no war. The actual level at which prices will be stabilized can only be worked out gradually on the basis of actual transactions over an extended period.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

COLEMAN TABLE LAMP

There is no necessity nowadays to pass the hours of darkness in semi-gloom. The Coleman table lamp, No. CQ-329, is said to develop 300 candle power and it should appeal specially to rural districts and places where electricity is not available. This lamp will burn either coal oil or gasoline by changing the tips and one filling will last for twenty hours, it is stated. There are no wicks to be regulated or renewed. It lights with a match, and further claims for it are that it throws no shadow, makes no odor, and is thoroughly safe.

The makers are the Coleman Lamp Co., Toronto, Ont.

Coleman Table Lamp and Lantern

THE COLEMAN LANTERN

The Coleman Lantern, No. LQ-327, is especially suitable for use on farms, around barns or stables, in summer camps or cottages or wherever a good, strong and safe light is required.

It can be used with either kerosene or gasoline, special tips being provided for each, and will burn continuously for fifteen hours, it is said, on one filling. A special feature claimed for it is that it will not spill or explode even if knocked over, and another feature making for safety is that it cannot be filled while lighted.

It is said to burn steadily in wind or in rain and can be lighted with a match.

It is made by the Coleman Lamp Co., Toronto, Ont.

KIT—HAXAW—SET

A new tool has made its appearance in the form of a small rigid hack saw, designed to do the work where the present hack saw fails. It is claimed to be particularly adaptable for the tool kit for an automobile, for the carpenter who wants to cut away a nail or renew a screw slot, for the plumber whose work in repairs is almost always in cramped quarters, for the electrician whose work on small sections and close quarters requires a free end saw. For the household it is complete for numerous uses. The jewelry trade have taken to it instantly and its value as a practical tool has been instantly recognized by the mechanical world.

The saw blades are stated to be made of the highest quality of tungsten hack

"Kit Haxaw" Set

saw steel. The straight edge of the saws has 32 points to the inch left unset; this side is used to start a cut or used as an edge file. The lower edge has 18-20 or 24 points to the inch with enough set to the teeth to assure free cutting.

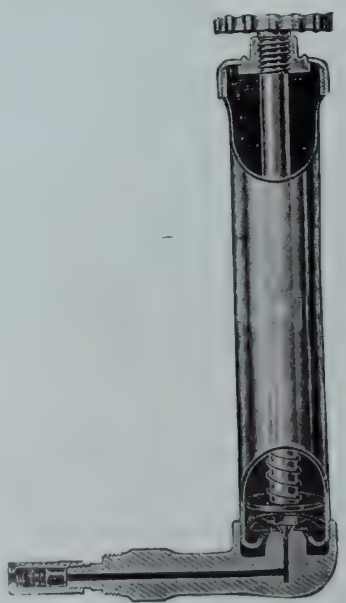
The saw handle is made of tool steel in a form that permits of the greatest variety of grips. Adjustment of new blades is made with single screw.

The saw was designed and patent applied for by H. C. Pittman, vice-president of the Alston Saw & Steel Co., Folcroft, Pa., Wiebusch & Hilger, Ltd., sole sales representatives, 110 Lafayette St., New York, N.Y.

"NEVER LEAK" TORCH PUMP

The new "Never Leak" pump is used on all torches, furnaces and brasiers now being made by the Otto Bernz Co., Newark, N.J.

The special feature claimed for this



"Never Leak" Torch Pump

pump is that it is so constructed that the plunger "A" can be screwed down and out of the way, preventing it becoming bent or broken. The needle "B" at the bottom of the plunger acts as a double check, for if the internal check "C" gets out of order through the use of dirty fuel, etc., the torch can still be used by screwing down the plunger. Top of cylinder being flared enables user to insert plunger without injuring the washer.

GASOLINE FIRE POT No. 71

It is claimed by the Clayton & Lambert Mfg. Co., Detroit, Mich, that the No. 71 Gasoline Fire Pot is the hottest fire pot made and the several improvements in construction make it the most desirable, economical and efficient fire pot for such work as heating soldering coppers, melting lead or solder, and all

Gasoline Fire Pot, No. 71

other work where a high degree of heat is required. The important features that the makers point out are as follows: A specially constructed burner which causes perfect combustion of the fuel, and is noiseless, smokeless and odorless in its operation. The flames from the burner burn from both sides of the centre and there is a sub-flame so that the heating flames can be turned low, thus saving fuel expenses, which can be turned on instantly to produce the maximum heat. The tank is made of heavy gauge steel, tinned inside and out, making it rust proof, and it is fitted with patented cushion protection band which prevents injury to the base of the fire pot. The dust proof cap keeps the gasoline perfectly clean. A patented improved automatic pump supplies ample air pressure quickly. This fire pot is equally satisfactory for use in wind or storm, as the flames are protected with a hood with cover. Every part of the fire pot is made strong and durable to withstand hard service.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

HARDWARE markets this week have been fairly steady. The chief advances have been in some lines of pumps and woodenware. Among the declines are ingot metals, copper, tin and lead, says Hardware and Metal

Linseed oil shows a further decline due to fall in price of flaxseed in sympathy with other grain.

Business on the whole is fair though the bulk of it is stated to be on orders other than recent ones. Present buying is generally in smaller quantities.

Pittsburgh markets in pig iron and in unfinished iron and steel show a weakening with little buying.

A few lines show an improvement in deliveries but there are still many shortages.

Montreal Markets

MONTREAL, October 21.—Hardware prices have been holding fairly steady for the most part, the advances of the week being confined to some lines of cistern pumps and lamp chimneys, step ladders, wash boards, with an advance for horse shoes in prospect. Old material and ingot metals are weaker and some are marked down. Pipe and fittings and iron and steel bars are in short supply. Country orders are still well assorted and are received in good numbers.

Higher Prices Here on Lamp Chimneys

Montreal.

LAMP CHIMNEYS.—A very stiff advance has been made in the price of lamp chimneys which are now selling as follows: No. "A" $14.00 per case of 8 dozen; No. "C" $12.00 per case of 6 dozen; No. 2, $2.50 per dozen; No. 3, $3.75 per dozen and "Rayo" No. 2, $2.50 per dozen.

Iron and Steel Not Plentiful Yet

Montreal.

IRON AND STEEL. — Jobbers assert that, while they are able to obtain certain supplies of iron and steel bars, they are temporarily unable to get all the staple sizes they require. The mills have quite a task on their hands in overtaking orders in hand, there being an accumulation of orders from midsummer, when the strikes were on.

IRON AND STEEL

Common bar iron, 100 lbs.	5 15
Refinish iron	6 15
Iron finish machinery steel	5 25
Mild steel	5 30
Band steel	5 50
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	5 20
Tire steel	5 50
Toe calk steel	6 20
Harrow Tooth Steel	5 45
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE Refined Iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Rope Is Steady; No Price Changes

Montreal.

ROPE, CORDAGE.—Prices have held unchanged on all hard fibre rope. Pure manila is selling at 33 1-2 cents per pound; New Zealand and Beaver manila at 26 cents and sisal at 21 1-2 cents per pound. The condition of trade is not very active, but the sales are frequent and of small tonnage.

Prices Go Higher on Cistern Pumps

Montreal.

PUMPS.—Cistern and well pumps advanced recently and a number of these are selling as follows: Figure 1, less 10 per cent.; figure 2, less 10 per cent.; figure 5, less 10 per cent.; figure 45, plus 20 per cent.; figure 303, plus 5 per cent; cottage, No. 1,006, $7.75 each net; figure 1,005, $7.00 each.

Deferred Orders on Alarm Clocks

Montreal.

CLOCKS.—There has been a seasonably good demand for alarm clocks, but there has been difficulty in obtaining delivery. One jobber stated to Hardware and Metal this week that their orders are just one year behind and that they were not sure of obtaining delivery of stock ordered a year ago.

Horse Shoes May Go Up Slightly

Montreal.

HORSE SHOES.—In view of the higher railway rates, manufacturers of horse shoes, it is understood, will advance the price to take care of this increase. New list will doubtless be issued to the trade within the next few days.

Some Improvement; Ammunition Delivery

Montreal.

AMMUNITION.—Manufacturers of ammunition have had their own difficulties in securing necessary supplies of raw material. Jobbers have been very anxious to secure completion of their book orders, many of which, placed months ago, could only be filled gradually. It is understood that delivery is now better than it was and that jobbers are receiving supplies from the manufacturers which have been much desired for a long time.

Heater Trade Has Been Active One

Montreal.

PUMPS.—Cistern and well pumps adment of heaters to the trade has been very brisk this fall, so much so that some manufacturers have found themselves in receipt of more orders than they are able to fill. Those who ordered early will be able to get delivery of what they require, but in some cases it is feared there will be a shortage. This is due to difficulty in obtaining steel material for the bodies of heaters and also to a general shortage of other raw materials. Prices are steadily firm.

Wares Are Moving; Prices Maintained

Montreal.

WARES.—The movement of various wares continues active and stocks are packed quite severely in filling the de-

mands of retailers. The prices have remained unchanged but there is no indication at present of reductions being made.

Cut Nails Scarce; Wire Nails Active

Montreal.

NAILS.—The price of $6.90 per keg of cut nails is quoted here although one jobber states it is impossible to get any of the product. Wire nails are quoted at $6.40 per keg and are still very scarce.

Fittings Are Still in Limited Supply

Montreal.

FITTINGS.—There is a scarcity of some kinds and sizes of malleable fittings and also of cast goods. It would seem that it will be some weeks yet before the shortage is overtaken and while prices are steady and firm there has been no quotable change.

Bigger Demand Than Supply Iron Pipe

Montreal.

GALVANIZED IRON PIPE.—The demand for galvanized iron pipe is greater than that for black pipe and jobbers are having difficulty in securing what they require. The shortage is manifest particularly in sizes from 1-2-inch to 1 1-2-inches and there is little indication of earlier relief. The market is firm but unchanged. Outside sources have been endeavoring to buy from this market, but the local shortage does not permit of supplies going forward to any but nearby points.

Standard Buttweld Pipe
List No. 46
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Wrought Iron Galv.
1/8	$ 6.50	$ 8.50	$.....	$.....
1/4	5.31	7.41	5.91	8.01
3/8	5.31	7.41	5.91	8.01
1/2	7.10	8.63	7.95	9.48
3/4	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1 1/4	17.60	21.74	19.90	24.04
1 1/2	21.04	25.99	23.79	23.74
2	28.31	34.97	32.01	38.67
2 1/2	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3 1/2	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Wrought Iron Galv.
2	$32.01	$38.67	$ 35.71	$ 42.37
2 1/2	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3 1/2	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4 1/2	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

Sales Maintained on Electric Goods

Montreal.

ELECTRICAL APPLIANCES.—There is a good demand for vacuum cleaners, coffee percolators and other electrical supplies so extensively used by the Canadian housewife. The market undertone is quite firm and it is not expected that prices will decline to any extent, if at all, in the immediate future. It is said that surplus stocks are very small and in some cases there is no surplus whatever.

Coal Oil and "Gas" Are Moving Freely

Montreal.

OILS, GASOLINE.—There is a good demand for coal oil which is still selling at 31 cents per gallon while motor grade gasoline is quoted at 43 1-2 cents. The undertone is unchanged.

FUEL OIL.—There is still quite a good demand for fuel oil and the price, while fluctuating from day to day, is now quoted at $0.18.20 per gallon. Supplies are said to be fair and demand is satisfactory.

Jobbers Trade Fair For Lead Products

Montreal.

LEAD PRODUCTS.—Prices are fairly well maintained on lead products, for while the ingot list is generally soft, the tendencies on pig lead have been somewhat better than on other ingots. Building activity, though restricted, has been such as to absorb a fair amount of stock. Solder prices are unchanged at the levels quoted last week.

Lead pipe, per 100 lbs.	....	17 00
Lead waste, per 100 lbs.	....	18 00

Note.—Lead pipe is subject to a discount of 10%

Lead traps and bends		List plus 30%
Lead wool, lb.	....	0 15
Lead sheets, 2 1/2 lbs.	....	0 14
Lead sheets, 3 to 3 1/2 lbs. sq. ft., lb	....	0 13 1/4
Do., 4 to 8 lbs. sq. ft.		0 13

Cut sheets 1/4c lb. extra and cut sheets to size. 3/4c lb. extra.

Solder,n guaranteed, lb.	0 31 1/2
Solder, strictly, lb.	0 29 1/2
Solder, commercial, lb.	0 26 1/2
Solder, wiping, lb.	0 26 1/4
Solder wire (8 gauge)—	
40-60	0 33 3/4
45-55	0 36
50-50	0 38 1/4
Zinc sheets, casks	0 16 1/2
Do., broken lots	0 17

Expected and Hoped Sheet Outlook Better

Montreal.

SHEETS AND PLATES.—Prices, while still nominal, some hope to be easier before many weeks have passed. For the time being there is no change, however, and the tendencies are that until there is improvement in the volume of sheets available, there can and will be no recession of price. Meanwhile certain gauges are scarce and premiums are obtained now and then for supplies wanted.

BLACK SHEETS—		
10 gauge	....	10 95
12 gauge	....	11 00
14 gauge	....	11 05
16 gauge	....	11 15
18-20 gauge	....	11 20
22-24 gauge	....	11 25
26 gauge	....	11 30
28 gauge	....	11 45
GALVANIZED SHEETS—		
U.S. Standard—		
10 3/4 gauge	....	15 00
28 gauge	....	14 60
26 gauge	....	13 25
22 to 24 gauge	....	14 05
20 gauge	....	14 05
18 gauge	....	14 05
16 gauge	....	12 75
English Standard—		
28 gauge	13 50	13 00
26 gauge	13 25	12 95
24 gauge	12 65	12 35
22 gauge	12 30	11 90
18 and 20 gauge	11 60	11 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Quieter Than Ever Are Old Metals

Montreal.

OLD MATERIAL.—Prices have been easing off on the whole list, and there is really a duller market for all lines at the present moment than for many months. While rolling mills have again started operations, they have accumulated supplies during the recent strike period and are not minded to pay any price for the scrap above that which they decide, in their own minds, they want to pay. As a consequence there is little trading and the situation is not promising in any respect.

DEALER'S BUYING PRICES

Automobile tires	....	0 01
Yellow brass	0 07	0 08
Red brass	....	0 15 1/2
Light brass	....	0 05 1/2
Scrap zinc	....	0 05 1/4
Lead, heavy	0 05	0 06
Lead, tea	....	0 03 1/2
Light copper	0 13	0 14
Heavy copper	0 16	0 17
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)	....	22 00
Pipe scrap, per ton	....	12 00
Stove plate, per ton	....	30 00
Heavy melting steel	....	20 00
No. 2 busheling	10 00	12 00
Boiler plate	17 00	18 00

Common Stepladders Are Up Five Cents

Montreal.

STEP LADDERS.—An advance of five cents a foot is registered this week on step ladders. The present price on the common, per foot, is 40 cents.

Higher Prices on Various Wash Boards

Montreal.

WASH BOARDS. — Prices are increased on wash boards. The following quotations are made to the trade: Diamond King, glass, per dozen, $8.75; Imperial Globe, $6.50, Jubilee Perforated, $7.15, Pony, $3.00.

Ingot List Is Weak and Trading Limited

Montreal.

INGOT METALS.—The week has brought quite a number of changes. Strike trouble in Great Britain has been viewed ominously among sections of the trade, and while tin had a big slump there was a recovery by Wednesday of this week.

TIN.—The market has been fluctuating and lower levels have been promising to result. Quotations here this week are down to 50 cents per pound.

COPPER.—Electrolytic is easier at 21 3-4 cents and casting at 21 1-2 cents. The market undertone is weak and lower quotations are probable.

SPELTER.—This, too, is easier this week, the price being 9 3-4 cents per lb., with trading light.

ANTIMONY.—A price of 8 3-4 cents per pound is quoted. The metal is quiet.

ALUMINUM.—Little new, with prices ranging around 35 to 37 cents per lb.

LEAD.—This is the firmest item in the list and prices are held around 9 cents.

Toronto Markets

TORONTO, Oct. 21—A quieter tone is in evidence in local markets with fewer price changes than are usually recorded. An easier tendency is reported in some ingot metals and solder and lead and zinc products are slightly reduced. Iron and steel and goods manufactured from these metals continue to show firmness though, and the scarcity in many lines including pipe, galvanized sheets and Canada plate is not relieved at all. While the shortage continues to exist, little change in prices one way or the other is expected. Some cotton goods and black oils are lower in price. Fall and winter goods generally are in good demand but there is falling off noted in the demand for many basic lines with a continued tendency to buy from "hand to mouth."

Gasoline and Coal Oil Holding Steady

Toronto.

GASOLINE AND COAL OIL. — Both of these products are holding firm with prices unchanged. The demand continues large and prices of gasoline are 42 cents per gallon net, and coal oil 29 1-2 to 32 1-2 cents per gallon, according to grade.

Rope and Cordage Hold at Recent Decline

Toronto.

ROPE.—This is the 'off' season for rope and sales are smaller. Prices are holding firm at recent declines and quotations are the following:

Pure Manila, basis	0 33½
Beaver Manila, base	0 26
New Zealand hemp, base	0 26
Sisal, base	0 21½
Single lath varn	0 21½
Double Lath Yarn	0 22

Wire Nails Supplies Now a Little Easier

Toronto.

NAILS.—Supplies of wire nails are said to be coming round more plentifully than has been the case for a long while. Stocks in hand have been low and there is good sorting up orders from many merchants.

Prices continue very firm though unchanged.

The base price for wire nails is $6.40 and for cut nails $7.35 per keg.

No Change in Pipe; Conditions or Prices

Toronto.

PIPE.—There has been no change in black or galvanized pipe. The wrought and steel are still very scarce and deliveries continue to be very slow.

The demand has been large this season and with present stocks so depleted it does not appear that there will be any falling off of the demand for a considerable time.

No changes in prices are expected. Quotations are as follows:

LIST NO. 46

Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Wrought Iron Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8 63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Wrought Iron Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	8.01
8L	2.16	2 66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4 39	4.39	5.21

Pipe Fittings Unchanged; Continued Scarcity

Toronto.

PIPE FITTINGS.—Prices are maintained unchanged on pipe fittings, and there has been no improvement to speak about in deliveries. Jobbers and dealers report a continued difficulty in obtaining supplies. Malleables are especially short. Following are present quotations:

PIPE FITTINGS

Cast iron fittings	Plus 10%
Plugs	7½%
Bushings	10%
Unions, ¼-in. to 2½-in.	30%
Do., ⅛-in. to 3-in. and larger	25%
Dart unions, ¼-in. to 2-in.	8%
Do., 2½-in. and larger	Plus 6%
Nipples, up to 4-in.	50%
Do., 4½-in. and larger	40%
Do., running thread, 4-in. and under	20%
Couplings, 4-in. and under	20%
Couplings, 4½-in and larger	Net list

MALLEABLE FITTINGS

Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

Black Oils Are Down Two Cents Per Gallon

Toronto.

BLACK OIL.—There has been a decline in the price of black oil of two cents per gallon. This decline leaves it at price it was selling at the end of last month.

Present quotations are for summer oil, $0.31.60 and winter oil $0.32.10, less 15 per cent.

Demand For Iron and Steel Bars Slackening

Toronto.

IRON AND STEEL.—Jobbers report a lessened demand for iron and steel bars and angles. It is believed that buyers are holding off as they seem to be expecting a decline in prices. Opinion seems divided whether such a course is justified.

Prices at the present continue very firm and with the recent shortage of material not yet overcome there is believed to be little prospect of any great change in iron and steel prices.

Present quotations are as under:

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 6 25
Common bar steel, ¼ in. and heavier	5 75
Common bar iron, 3-16 in. and lighter	6 25
Common bar iron, ¼ in. and heavier	5 75
Angle base	6 00
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 60
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	6 00
Hoop steel	7 50

Plaster Paris at Higher Levels

Toronto.

PLASTER PARIS.—Freight rate advances and higher producing costs are said to be responsible for higher prices on this commodity and it is now being quoted from $6.50 to $7.00 per barrel.

Compression Goods and Valves Hold Firm

Toronto.

COMPRESSION GOODS AND VALVES.—No change in price of these goods is noted this week. The demand is reported fair with no particular shortage. Quotations on principal lines are:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C.	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	list plus 20%
Radiator valves, standard	23%

Weather Stripping in Good Demand

Toronto.

WEATHER STRIP.—There is a very good demand for weather strip and the

different makes of felt, wood and felt, metal and rubber are all having good sales with prices continuing unchanged.

Cotton Waste Prices Unchanged; Easier

Toronto.

COTTON WASTE. — No further changes are reported in prices of cotton waste, but with falling cotton markets there is apt to be an uncertainty for the future.

Present quotations are the following:

WASTE—WHITE

XXX	0 23
XX, grad.	0 21½
XLCR	0 20
X Empire	0 18½
X Press	0 16½
XC	0 18½
XXX	0 23
XX	0 21½
X	0 20
Polishing	0 27
Cream, Polishing	0 26

COLORED

No. 1	0 18
No. 7	0 16
No. 1A	0 14½
No. 1B	0 12½
Fancy	0 18
Lion	0 16
Standard	0 14
Popular	0 12
Keen	0 10

Above lines subject to trade discount for quantity.

Mop Cloths Lower by About Ten Per Cent.

Toronto.

MOP CLOTHS.—Cotton mop cloths for the self wringing mops are reduced about ten per cent. This decline is following the drop in the cotton market.

Easier Feeling in Lead and Zinc Products

Toronto.

LEAD AND ZINC PRODUCTS. — Some lines of solder are marked lower and an easier tone is reflected in lead and zinc products generally although there has been no alteration in the price of these.

The primary markets in lead continue to trend downward.

Quotations are the following:

Lead pipe, list, per lb.		0 17
Lead waste pipe, list, per lb.		0 18
Do., over 8 in., list, per lb.		0 19
Lead traps and bends		add 30%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.		0 12¼

Cut sheets ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.

Solder, wire, lb.		0 41
Solder, strictly, lb.	0 35	0 36
Solder, commercial, lb.	0 31	0 33
Solder, guaranteed, lb.		0 37
Solder, wiping, lb.		0 30½
Zinc sheets, per lb.		0 19

Leather Belting Demand Good; Price Unchanged

Toronto.

BELTING.—The demand for leather belting continues very good, with prices unchanged and firm.

No changes are looked for. Stocks are not very large and belting leather requires a long preparation. Labor and other costs are said to be increasing and it is pointed out that belting did not advance in price when shoe leather and harness leather did and therefore remained unaffected when hides declined.

Galvanized Sheets Still Very Short

Toronto.

BLACK AND GALVANIZED SHEETS.—The situation has not improved at all in galvanized sheets. The lighter sheets especially are very scarce and hard to procure. Prices are apt to vary under the circumstances and though quotations are nominally unchanged there is said to be very little changing hands at those prices.

The mills are reported to be in better shape to make deliveries, but up to the present promises have not been fulfilled.

Stocks of galvanized sheets are very low and it will take a considerable time to replenish stocks in the market, and quotations are not likely to be much changed until supplies become more plentiful is the opinion held by the jobbing trade. Prices are largely nominal.

BLACK SHEETS

¼-inch boiler plate	6 50
3-16 inch plate	7 00
14 gauge	$10 15
16 gauge	10 25
18-20 gauge	10 70
22-24 gauge	10 75
26 gauge	10 80
28 gauge	10 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo
10¾ oz.	$12 50	13 25	$15 00
U.S. 28	12 70	12 85	14 75
U.S. 26	12 40	12 55	14 25
22 and 24	12 25	12 40	14 00
18 and 20	11 95	12 10	13 75
16	11 95	12 10	13 50
12 and 14	11 20	11 95	....

An extra is now charged on galvanized sheets. **10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.**

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Oakum Prices Unchanged; Demand Smaller

Toronto.

OAKUM.—The demand for this product is a little quiet. Prices are holding firm without any change. Plumber's oakum is quoted at $9.50.

Stove Pipes and Elbows Firm and Scarce

Toronto.

STOVE PIPES AND ELBOWS.—The continued scarcity of Canada plate is causing great difficulty to be felt in obtaining supplies of these and little hope is given of any great improvement this season. Prices remain very firm.

Electric Washing Machines Selling Well

Toronto.

ELECTRIC WASHERS.—Makers and jobbers of these machines report good business and sales of these lines have been very large this season.

There has been quite a large number of new makes placed on the market this year and the majority appear to be finding a good demand. Prices are expected to remain firm with present costs of material, lumber and wages at present high levels.

Corn Brooms Are Holding Firm

Toronto.

BROOMS.—There does not seem to be any reason to expect much change in the prices of corn brooms. The present price of the broom corn is holding firm in markets of the middle states and though there is a difference of about two hundred dollars a ton between the highest and the lowest quotations, the better qualities are no cheaper than last season and the lumber for handles and manufacturing costs are still high.

Woodenware Holding Very Firm

Toronto.

WOODENWARE. — The price of all goods of which wood forms the principal part show no signs of a decline. The costs of lumber have been on the up grade for a long while with no indications of going back to former levels.

Washing machines, churns, wash boards, clothes pins and all articles of woodenware continue to be very firm with recent increases in prices.

Tin and Enamel Wares Firm and in Demand

Toronto.

WARES.—Manufacturers of tin and enameled ware report a busy time with a good demand for all classes of wares. Owing to scarcity of sheets many lines have been short for some time and there is a considerable leeway to make up.

Galvanized ware has been short on the market. Prices of all wares are holding very firm.

English Cutlery Arriving But Stocks Small

Toronto.

CUTLERY.—There are shipments of English table and pocket cutlery arriving, including some stocks of rustless steel, but importations are not very large and are quickly sold out. Prices are ruling very firm and are higher than formerly.

Electric Heaters Have Ready Sale

Toronto.

ELECTRIC HEATERS.—The demand for electric heaters is continuing very good and the concave radiator type is proving a popular seller. Prices are 27 1-2 per cent. off list for Majestic make and 25 per cent. off list for the Glower and Heatray.

Scrap Materials; Prices Are Weaker

Toronto.

WASTE MATERIALS.—The market for scrap metals and old materials is a

little weaker. Machinery steel is a trifle higher, but most lines are inclined to be lower in prices. The quieter tone in general business is reflected in old materials, and prices on old rubber and on copper and brass are inclined to decline.

Quotations are as follows:

WASTE MATERIAL

No. 2 busheling	$13 00
Stove plate, per ton	32 00
Yellow brass	0 10
Red brass	0 15¾
No. 1 machinery cast	33 00
Heavy melting steel	18 00
Heavy copper	0 16
Scrap zinc	0 06
Light brass	0 08
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Heavy lead pipe	0 05¾
Tea lead	0 03
Automobile tires	0 02½

More Activity in Ingot Metal Market

Toronto.

INGOT METALS.—There is more activity reported in ingot metal markets this week than has been the case for some time. Tin has been erratic and lead and spelter are still declining.

TIN.—A fair amount of buying is reported in this metal, but it has been erratic in price with declines and recoveries. Present local quotations are from 48 to 50 cents.

LEAD.—Trading has been dull in ingot lead. This metal has been declining on outside markets and reached the lowest point since last December on United States markets. Present quotations here are round 9 cents per pound.

COPPER.—The market is reported stagnant with no strength at all. Consumers are of the opinion that lower prices yet will prevail and are holding off. Casting copper is quoted at 22 cents.

SPELTER.—This metal is still declining and present quotations are at 9 3-4 cents.

ANTIMONY.—Little demand is reported for this and prices are unchanged at 10 to 14 cents according to grade.

ALUMINUM.—There is said to be very little demand for this metal with trading dull. Quotations remain at 37 to 39 cents per pound.

London Markets

LONDON, Ont., Oct 21—Prices of hardware commodities are holding firm on most lines and the budget of changes this week is fairly light. Business here has been good, although the exceptionally warm weather is retarding the sale of many cold weather lines. Merchants are anticipating a very good trade this fall, and up to the present their expectations have been realized and the demand for hardware has been brisk. Collections are good.

Linseed Oil Down Another Eight Cents

London, Ont.

LINSEED OIL.—A further decline in the price of linseed oil has taken place and new quotations are 8 cents a gallon below those of last week. Present prices are the following:

	Raw	Boiled
1 to 2 barrels, gal.	$1 47	$1 50
3 to 5 barrels, gal.	1 46	1 49
6 to 9 barrels, gal.	1 44	1 47

Less barrels, add 15c gal.

Turpentine Lower; Near Two-dollar Mark

London, Ont.

TURPENTINE.—The price quoted on turpentine here last week was $2.20 per imperial gallon. A decline of 15 cents per gallon has taken place this week and present quotations are at $2.05 for single barrels.

	Imp. gal.
1 barrel lots	2 05
2 to 4 barrel lots	2 04
5 gal. lots	2 20

Nail Supplies Are Freer; Continued Good Sales

London, Ont.

NAILS.—There is a continued good demand for nails, and supplies of wire nails are coming a little more freely than has been the case for some time past. The price of both wire and cut nails remains unchanged. Wire nails, $6.25 base; cut nails, $7.50 base.

Putty Prices Firm; Demand Is Good

London, Ont.

PUTTY.—The sale of putty at the present time is very good and prices are holding firm. Latest quotations are as follows:

Putty—Standard—100-lb. drums, $8.55 per 100 lbs.; 25-lb. drums, $8.80. Pure 100-lb. drums, $11.05; 25-lb. drums, $11.30.

White Lead in Oil; Sales Lighter; Unchanged

London, Ont.

WHITE LEAD IN OIL.—The demand for white lead in oil has fallen off a little and sales at present are lighter. Prices are ruling firm and unchanged. Quotations are as below.

	Tons	Less Tons
Pure, per 100 lbs.	$20 45	$20 80
Elephant, per 100 lbs.	20 95	21 30

New Higher Prices on Lamp Chimneys

London, Ont.

LAMP CHIMNEYS. — New higher prices are in effect on lamp chimneys. The advance approximates from 20 to 25 per cent., and is due to higher costs of raw materials, labor, etc. The following are the new prices:

No. O, 6 doz to case, $11 case; No. A, 8 doz. to case, $14.50 case; No. B, 6 doz. to case, $12 case.

Cattle Chains Now Sell at List Plus 40%

London, Ont.

CATTLE CHAINS AND STALL FIXTURES.—An increase has been made in the price of cattle chains, and they are now quoted at list plus 40 per cent. Hollow stall fixtures are now selling at $2.50 per dozen net.

Advance on Flexible Steel Door Mats

London, Ont.

FLEXIBLE STEEL DOOR MATS.—A new higher price is effective on steel door mats. New quotations are: No. 1, 16 in. by 24 in., $1.60 each; No. 2, 18 in. by 30 in., $2.25 each.

Fetlock, Toilet Clippers Now Quoted Higher

London, Ont.

FETLOCK AND TOILET CLIPPERS.—An advance has been made in the price of Chicago fetlock and also of toilet clippers, and new prices are as under: Fetlock, No. A 2, $1.90 each; toilet, No. A1, $1.90 each.

Ash Sifters Selling Well; Present Quotations

London, Ont.

ASH SIFTERS.—The demand keeps up for ash sifters and sales are brisk. Prices of the better known lines are the following:

Common wood sides, $3.75 doz.; Banner rocker, $3.65 each; No. 1 rocker, $6.25 each.

Good Demand For Weather Stripping

London, Ont.

WEATHER STRIP.—There is a very good demand right now for weather strip, and the following are present prices on these lines.

Storm King-Felt, $5.75 per doz. packages.
Wood and Felt—No. 60, 5c ft.; No. 61, 5c; No. 61½, 7c; No. 62, 8c; No. 64, 10c. Less 55-5%.

Silver Flatware Moving Well; Prices Hold Firm

London, Ont.

SILVERWARE.—The demand at present for 1847 Rogers and for Community silver flatware is very good and prices remain firm without any sign of decline. Last season saw a decided shortage in many of these lines.

Bucksaws in Good Demand at Present Quotations

London, Ont.

BUCKSAWS. — These articles are meeting with a very good sale at the

present time and latest prices are as below.

Happy Medium, $11.50 doz.; Whiting Pride, $12; Arrow Head (lance tooth), $15.30; Prince Rupert (lance tooth), $15.30; Disston (lance tooth), $15.30.

Furnace Scoops Are Moving Out Well

London, Ont.

FURNACE SCOOPS. — The demand for furnace scoops is very large and the light pattern is selling for $10 per dozen, and the heavy for $12.50 per dozen. D and long handles at the same prices.

Electric Heaters Are Having Good Sales

London, Ont.

ELECTRIC HEATERS. — This has been a very good season for electric heaters and they are meeting with a ready sale at the present time. Prices remain steady. Majestic No. 7, $11.50 each; Majestic No. 8, $17.50 each. List less 27½ per cent.

Roofing Supplies More Plentiful; Prices Firm

London, Ont.

ROOFING. — The supplies of ready roofing and tarred and dry sheetings are now coming round more freely. The prices are holding firm and sales are very good.

Quotations are the following:

Tecumseh, 1 ply, $2.65 sq.; 2 ply, $3.05 sq.; 3 ply, $3.55 sq. Sterling—1 ply, $3 sq.; 2 ply, $3.50 sq.; 3 ply, $4 sq. Plain Fibre, D2, $1.50 roll; Tarred Fibre, E2, $1.70 roll; Tarred Felt, $6.05 per 100 lbs.; Carpet Felt, $9 per 100 lbs.

Pyrex Ovenware in Good Demand

London, Ont.

PYREX OVENWARE. — This make of glass ovenware is having good sale at present, and the Canadian list is the selling price, less 30 per cent.

Electric Appliances Have a Ready Sale

London, Ont.

ELECTRIC APPLIANCES. — This season has seen a big demand for electric appliances and toasters, irons, grills, percolators, etc., are moving very well.

The "Canadian Beauty" make is quoted at list, less 27 per cent. and the "Superior" make at list less 25 per cent.

Alarm Clocks in Demand; Some Makes Scarce

London, Ont.

ALARM CLOCKS. — The demand is very good for alarm clocks and some makes have been particularly scarce for some time. Prices on some of the better known lines are as follows:

Big Ben, $4 each; Lookout, $2.35; Sleepmeter, $2.50; Jump, $2.50; Twilite, $5; Winlite, $6; Moonlite, $6.

English Cutlery Arriving in Small Quantities

London, Ont.

ENGLISH CUTLERY. — Shipments of English cutlery—pocket knives, razors and carvers, are arriving from time to time but not in very large quantities, and prices continue very firm. The demand for same is good and stocks are readily absorbed.

Game Traps Are Having Good Demand

London, Ont.

GAME TRAPS. — The demand for game traps is opening up extremely well and there are good sales for almost all sizes. Prices continue very firm and quotations on Oneida traps are as follows:

Victor—No. 0, $2.20 doz.; No. 1, $2.65 doz.; No. 1½, $4 doz.; No. 2, $5.50 doz.; No. 3, $9.35 doz.; No. 4, $11.25 doz.

Oneida Jump—No. 0, $3 doz.; No. 1, $3.50 doz.; No. 1½, $5.25 doz.; No. 2, $8.40 doz.

Newhouse—No. 1, $7.50 doz.; No. 1½, $11.35 doz.; No. 2, $16.75 doz.; No. 3, $22.35 doz.; No. 4, $26.35 doz.

Winnipeg Markets

WINNIPEG, Oct. 21—Many prices have been revised this week on hardware commodities and with the exception of rope and various cotton goods handled by the trade, the changes are higher. Pure manila and sisal rope are marked lower, also cotton rope, twine and clothes lines, due to declines in the cotton markets. Some metals, including lead, are easing up and declines in some of these are expected soon. Some lines of builders' hardware have been advanced in price and higher prices prevail on braziers' copper and some lines of valves, steam cocks, injectors, oilers, grease cups, lubricators, etc. There has been an increase in the prices of some cutlery lines and sporting goods. Business continues good in the Western provinces and a great deal of spring booking is now being received.

Braziers' Sheet Copper Advanced About 8%

Winnipeg.

SHEET COPPER.—The price on braziers' sheet copper has been raised this week about 8 per cent. and is due to higher costs of raw material and higher freight rates. Following are the quotations:

Braziers' Copper—28 gauge, 52c lb.; 26 ga., 48c; 24 ga., 47c; 22 ga., 47c; 20 ga., 47c; 18 ga., 47c; 16 ga., 47c; 14 ga., 47c; 12 ga., 47c; 10 ga., 47c.

Stencil Copper—30 gauge, 57c lb.; 28 ga., 51c; 26 ga., 50c; 24 ga., 48c.

Manila and Sisal Rope Quoted Lower

Winnipeg.

ROPE.—A reduction has been made in the price of pure manila and sisal rope due to lower costs of raw material. The following are the prevailing prices:

Sisal—¼ and 5-16 in., 26¼c per lb.; ⅜ in., 25¾c; 7-16, ½ and 9-16 in., 25¼c; ⅝ in., 24¾c; ¾ in. and larger, 24¼c.

British Manila or African Hemp—¼ and 5-16 in., 30¾c lb.; ⅜ in., 30¼c; 7-16, ½ and 9-16 in., 29¾c; ⅝ in., 29¼c; ¾ in. and larger, 28¾c.

Pure Manila—¼ and 5-16 in., 38¾c lb.; ⅜ in., 38¼c; 7-16 and ½ in., 37¾c; ⅝ in., 37¼c; ¾ in. and larger, 36¾c.

Sisal Lariat—3 x 7-16 in., 29¼c lb.; 4 x 7-16 in., 30¼c.

Manila Lariat—3 x 7-16 in., 41¾c lb.; 4 x 7-16 in., 42¾c.

Lath yarn, 22¼c.

Carriage Makers' Clamps Are Up in Price

Winnipeg.

CLAMPS.—The price has been revised on carriage makers' clamps and new quotations are as follows: No. 104, per dozen, $14.75; No. 105, per dozen, $18.60; No. 106, per dozen, $24; No. 108, per dozen, $36.

Machine and Dowel Bits Are Priced Higher

Winnipeg.

BITS.—The discount on Irwin machine bits and Irwin dowell bits has been advanced and machine bits are now quoted at 25 per cent. advance and dowell bits 35 per cent. advance on list prices.

Advanced Prices For Moulders' Bellows

Winnipeg.

BELLOWS.—The price has been raised on molders' bellows and 12-inch is now selling at $2.50 each and 14-inch at $3.10.

Screw and Awning Pulleys at Higher Prices

Winnipeg.

PULLEYS. — Advanced prices have been recorded this week on all lines of screw pulleys, awning pulleys, hot house pulleys and clothes line pulleys. Following are the present prices:

Screw Pulleys, No. 45—1 in., 78c; 1¼ in., 85c; 1½ in., $1.03; 1¾ in., $1.20; 2 in., $1.55; 2¼ in., $1.95; 2½ in., $2.10; 3 in., $3.25.

No. 44—1½ in., $1.95; 2 in., $2.27.

Hot House Pulleys—No. 85, $3.80; No. 87, $6.

Awning Pulleys, Galvanized, No. 174—¾ in., $1.30; 1 in., $1.63; 1¼ in., $2.10; 1½ in., $3; 1¾ in., $4.23; 2 in., $6.48.

No. 173—1 in., $2.27; 1¼ in., $3; 1½ in., $4.23; 2 in., $8.43.

No. 176—¾ in., $2.13; 1 in., $2.50; 1¼ in., $2.93; 1½ in., $4.80; 1¾ in., $7.95; 2 in., $9.57.

Awning Pulleys, Japanned, No. 74—¾ in., 95c; 1 in., $1.08; 1¼ in., $1.30; 1½ in., $1.63; 1¾ in., $2.27; 2 in., $3.25.

No. 76—¾ in., $1.40; 1 in., $1.63; 1¼ in., $1.95; 1½ in., $2.75; 1¾ in., $3.90.

No. 75—2 in., $3.08; 2½ in., $4.37; 3 in., $6.

No. 77—2 in., $4.87; 2½ in., $6.48; 3 in., $8.75.

Advanced Prices on Clothes Line Pulleys

Winnipeg.

CLOTHES LINE PULLEYS. — New higher prices are out on clothes line pul-

leys and upright pulleys, and following are new quotations:

Clothes Line Pulleys—165 x 2½, $3.20; 3, $4.83.
Upright Pulleys—55 x 2, $1.87; 2½, $2.68. 25 x 1½, $1.43; 1¾, $1.87; 2, $2.12; 2½, $3.25; 3, $4.87.
Wagon Brake Pulleys—79 x 2½, $9.50.

Small Staples Are Costing More

Winnipeg.

STAPLES.—The price has been advanced on blind, electric and bed staples, due to higher costs of raw material and these goods are quoted as follows:

Blind Staples—½ in., 28½c per lb.; ⅝ in., 27½c; ¾ in., 26½c.
Electric Staples—½ in., 27c per lb.; ⅝ in., 22½c; ¾ in., 22c; 1 in., 21c.
Bed Staples—¾ in., 22c per lb.; ⅞ in., 21c; 1 in., 21c.

New Higher Prices For Turnbuckles

Winnipeg.

TURNBUCKLES.—These goods have been advanced in price and present quotations are the following:

Turn Buckles—½ in., 75c; ⅝ in., 85c; ¾ in., $1.10; ⅞ in., $1.30; 1 in., $1.50; 1⅛ in., $2.35; 1¼ in., $2.80; 1½ in., $3.45.

New Higher Prices For O-Cedar Polish

Winnipeg.

O-CEDAR POLISH. — New higher prices are recorded on O-Cedar Polish and are as follows:

4 oz., $2.40; 12 oz., $4.80; Quarts, $12; ½ gals., $20; Gals., $28.

Pittsburgh Markets

PITTSBURGH, Oct. 21.—The iron and steel markets continue stagnant.

Strip steel shows particular weakening; cold finished steel bars and sheets are easier. Structural steel is lower and plates have declined and pig iron is slumping.

The attitude of buyers is indifference. Consumption has decreased but little, but deliveries are being made on previous purchases and demand is so light that real selling prices are not readily available.

Expectations are that prices will continue weakening until the independents' prices are down to the Steel Corporation's level, and whether they will hold together is considered doubtful.

PITTSBURGH, October 21.—The iron and steel markets continue stagnant, as is naturally to be expected. When dull times have prevailed for some time there is necessarily some business being done, but in the early part of a generally dull period there is particularly little business because buyers are getting deliveries on previous purchases. Conditions to-day show that buyers have done what they usually do in an active period when material appears scarce, they have overbought. It looks as though consumption had greatly decreased, because the same buyers who a couple of months and more ago were importuning producers for heavier shipments are now acting as if they were receiving too much material. Consumption, however, has decreased very little. The main change is a change in the mental attitude of buyers. Such changes frequently occur almost overnight.

Pig Iron Slumping

Whatever may have been true of the advances in pig iron prior to the sharp advancing movement of last August, there was no difficulty in seeing last August that the advances made in that month were ill-timed. The volume of buying was very small, much less than is usually required to send prices upwards, and it looked very much as if the advances were based upon little more than a whim of the furnacemen to get pig iron up to the interesting objective of $50. The course of affairs now in the pig iron market reflects the artificial character of the latest of the advances, for pig iron instead of declining is slumping. A difficulty is that inquiry is so light that sometimes the prices at which producers would really be willing to sell are not disclosed. Thus Bessemer iron is still quotable nominally at $48.50, valley, the price to which it advanced in August, although it is certain that furnaces would sell at less. It requires a precise quotation, or an actual sale, to develop the price at which furnaces really would sell.

In the case of basic iron there are clear cut developments. Basic had also advanced in August to $48.50, valley, and during September the market remained, nominally at least, at that figure. Since the beginning of this month it has been clear that some furnaces would be glad to sell at less. A couple of weeks ago a middle interest was understood to have bought 3,000 tons at $45, valley, then selling 1,000 tons to a consumer at $46. Since then there has been further weakening. It is thoroughly established that several sellers have quoted $42, valley, without effecting sales. In the case of one consumer at least, the reason they did not sell was that the consumer got the iron he needed, 1,500 tons, from a middleman at $40, valley, and the middleman had offered 3,500 tons, so that it looks as though there is 2,000 tons ready for some one to buy at $40. According to common practice in quoting the pig iron market, transactions in which a middle interest figures are not regarded as setting market prices, hence the quotable market to-day on basic iron is $42, valley, a price at which iron has been offered, with no takers, representing a decline of $6.50. It was early last February, on the advancing market, that basic got up to $42, and thus the market has declined as much in about three weeks as it had advanced in six or seven months. Usually the market declines at about the same rate as that at which it had previously advanced, and the more rapid decline this time confirms views entertained previously by many in the trade that the advance was partly artificial, and not well based.

As to foundry iron, it is in the same class, marketwise, as Bessemer, not enough business having been done to show where values really stand. The trade calls the foundry iron market nominal at $47, valley, or $3 under the price attained in the August advance. Doubtless on an attractive inquiry furnaces would quote considerably less than $47.

Attitude of Steel Producers

In past times when the steel market became quiet the mills would hold together in the matter of prices, keeping up their quotations until they had delivered most of their contract tonnage. There was no advantage in reducing prices to effect a few fresh sales if thereby cancellation of existing contracts would be invited. At those times, however, the independents and the Steel Corporation were together. Now the independents have to play their game alone, and it is a question whether they will hold together. Some steel makers profess confidence that they will do so, and that production will be allowed to decline and decline again before mills reduce their quotations to the Steel Corporation level, which common opinion has it is the ultimate objective. Not a few observers expect prices to continue to weaken as they have been doing in the past few weeks, and if they continue the pace set thus far it will be only a few weeks, or two or three months at most, until the independents with few exceptions are down to the Steel Corporation level. Some observers even profess doubt whether, even if the independents adhered to their present quotations, the demands on their contracts would be sufficient to enable them to keep above a 60 per cent. rate of operation in the winter.

Steel Prices

There has been particular weakening in strip steel. While the automobile industry does not consume any large part of the steel output as a whole, say 4 or 5 per cent., averaging the year as a whole, they do use a great deal of strip steel and thus their light operation at this time is reflected in the strip market. Last August, when independent prices were well established at 5.50c for hot rolled and 8.50c for cold rolled, there were predictions that the market would go up half a cent, but instead of doing so it has been declining, and it is probable that one could buy now at about 5c

for hot rolled and 8c for cold rolled. Cold finished steel bars are easier, there being little difficulty in buying at 4.25c, while a few weeks ago sales at 4.25c were rare. In plates 3.25c is now the top of the market instead of the bottom, single carloads being available at that figure, while attractive inquiries bring out quotations down to 3.10c, and 3c has been done in at least one case. In structural shapes there is conflicting testimony. The independent price had been 3.10c, against the Steel Corporation's 2.45c. Some interests claim 3.10c is being adhered to, while others report transactions at 3c and under, down possibly to 2.70c.

The sheet market is easier. Independent quotations generally are 6.75c to 7.25c on common black, but it is said that one mill has sold at 6.50c. It is known positively that a mill "married" contracts by selling to a customer at 6.50c when the customer wanted to cancel a contract placed some time ago at 7.50c. Galvanized run from 8.25c to 9.75c and blue annealed from 5c to 5.25c.

BIG BUSINESS REVIVAL

(Continued from page 36)

trical goods there will be a continued good demand. At the present time there is little surplus of stock.

Effect of High Sterling Exchange

Mr. John Irwin, vice-president and managing director of the McArthur Irwin, Limited, said: "The English strike is a big factor owing to the effect that it has on sterling exchange. I don't see any reason for a decline of prices in the immediate future, however. We based deductions on our sales and these have kept up very satisfactorily and have shown considerable increases. Some lines are slack but we are very busy in the paint section of our business, and conditions are particularly active. Export lead business has been good as well as local trade. The only reason why there is talk of any let-up in paint prices is because of the lead market in the United States. At the same time there is a shortage there at the present time of 52,000 tons and lead is being brought in from England. This can be imported, due to the exchange situation, and laid down in the States for less money than the home product. If exchange to-day were around, say $4.20, there would be a far different situation on lead than that which exists under present exchange rates."

Mr. Irwin feels that perhaps the most serious condition at the present time is that of the English coal strike, which, if settled soon, will remove one of the most unsettling situations that has arisen thus far.

Volume of Trade Is Satisfactory

Mr. George C. Davis, manager Frotheringham & Workman, Ltd., feels that the outlook is satisfactory, and states that business at the present time is very satisfactory. Orders are coming to hand in reasonably large numbers, and the volume of trade at the present time is pleasing. Collections are also good and there is no complaint on this score.

With regard to the tendency of the market, Mr. Davis is of the opinion that there is little to indicate a decline in prices on the average hardware commodity in the immediate future. The fact that steel products, so extensively making up the average stock, are still short of the demand from the trade, indicates that price tendencies will not ease very much until the shortages are overtaken.

Hard to Forecast Trend of Ammunition Prices

"There has been a shortage of material for some time and this has hampered the manufacturer of ammunition," said E. H. Johonnot, director of sales Dominion Cartridge Company. "These supplies must be produced a long while ahead of the time when they are required by the trade. Some materials have arrived for the manufacture of supplies that will be required in the distant future, while other raw materials needed for the completion of the manufactured product are still scarce and hard to obtain. The difficulty of getting supplies has affected deliveries of the manufactured product, and for some time past jobbers have been anxious to know when they could get goods delivered on their orders.

"Jobbers bought extensively some months ago and are sold out as a general thing. Retailers' stocks are understood to be fair, but the present outgo of ammunition to the trade is a healthy one and every good day means that thousands of rounds of ammunition are being used up. If the good weather should continue for a while it will mean a reduction to normal or even to a small compass, of the stocks in retailers' hands. The biggest question at the present time is that of delivery of material, and this will possibly continue for some time to come."

With regard to the future of prices, Mr. Johonnot stated that this is not a matter which has given them much concern up to the present time. The jobber is naturally anxious to know what the basis will be for next year, but there has been so much difficulty in getting delivery of supplies that it is absolutely impossible, as yet, to forecast the trend of prices. At the same time, the difficulty of obtaining material and the fact that this must be bought six months or more in advance of actual sale, means that it is more than difficult to forecast the future. As far as Mr. Johonnot's firm is concerned, they hope to be able to improve deliveries when they have further consolidated new plants which they have acquired for the manufacture of some of their raw and manufactured materials entering into completed shells and cartridges.

STORE ADVERTISING

(Continued from page 37)

have left the space empty and lost a splendid opportunity of taking advantage of a habit of the public.

Horse Blankets in Circus Parade

Another store made good advertising out of the visit of a large wild animal show. The circus had advertised a big parade through the streets, so this firm got in touch with the manager and supplied a blanket for each of the elephants. On each side of this blanket was an advertisement of the lines handled and these were read by the thousands of people who lined the streets to see the parade.

Seasonable Lines on Display

Emerson & Fisher, Ltd., always have their windows trimmed according to the weather. On hot days the passersby will see refrigerators, ice cream freezers, hammocks and camping outfits displayed. As the nights become chilly there is always a good display of oil heaters, and as the fall and winter approaches the self-feeders and stoves appear. At the time of writing this firm have a splendid display of mantels and fire-side furnishing on show. The appearance of their window makes the customer think of the pleasant evenings spent alongside a cosy fire. Coal boxes, fenders, andirons, spark guards and companion sets are so displayed that a desire to purchase is created. The newspaper advertising of the firm is always in keeping with the window displays.

LIVELY WASHING MACHINES

(Continued from page 39)

tub. Another point that was apparent from the very first was that women of all classes are interested in this problem—the farmer's wife, the city woman, the woman who has plenty of money and the woman who only has moderate means.

Several Direct Sales

Just how many sales will result from the three day demonstration is impossible to state. Several direct sales were made. A long list of really interested prospects was obtained to be followed up closely and the firm got some splendid advertising. Not only this but many of the women who came in to see the washing machines got interested in the numerous displays about the store and purchased aluminum ware and other merchandise.

Warns Hamilton Consumers Not to Use Gas for Heating

Hamilton. — Owing to natural gas shortage, the National Gas & Fuel Company has cut off supplies to manufacturers, and has issued a warning that natural gas must not be used for heating. If the warning is not heeded those places using gas for heating will be cut off without further warning.

Secret of Henry Ford's Outstanding Success

It is Based on Salesmanship Rather Than on Manufacturing—Important Lessons for Canadian Manufacturers—A Great Merchant as Well as a Great Producer.

THE editor of the New York Sun shatters accepted theories and thereby shocks his readers by a habit he has of doing his own thinking, of leading not following the public, and making his own analysis of conditions. When the press and public of the United States were enthusiastically and thoughtlessly happy over the enormous business coming to them for steel and other material for a war-devastated world, that paper burst the bubble by showing that there was more steel in an ordinary New York skyscraper than would rebuild the whole damaged area in Belgium and France.

If we were to ask the why of Henry Ford's super-success there would be a hundred per cent. reply that it was entirely due to his ability as a manufacturer.

The Sun editor, applying the analytical test, finds that the great, unthinking public is again wrong. Instead he shows that Mr. Ford is primarily a great salesman or merchant, that he was forced to develop his wonderfully efficient factory to supply the demand made by himself as a merchant. The "Sun" says:

Henry Ford Points the Way

Henry Ford is both a great manufacturer and a great merchant. He could never have become the great producer he is if he had not been a great merchant. It is because Ford is the outstanding genius of the automobile world as a merchant that he has become the outstanding genius of the automobile world as a producer.

The Ford automobile is primarily what it has come to be because Ford had greater genius than any of his competitors in the distribution of his car. With the price right and his selling organization right the production of his car became a matter of ways and means of keeping up with the demand. And as the output increased the cost of production decreased, and as this decrease in cost was deducted by the great merchant from the selling price the demand automatically increased.

In his early days Henry Ford was a mechanic at the bench. It was as a mechanic that he dreamed out the now world-famous Ford car. He had never been a merchant, had never fancied that he was endowed with the qualities of a merchant, though is was as a merchant that he was and is nothing sort of a genius of the first order.

And now he has given us fresh evidence of his vision as a matchless distributor of the products of his mammoth workshops in the drastic slashing of prices to pre-war levels. In this stroke Henry Ford has pointed the way for all other producers, all other merchants. The country is headed for lower prices, pre-war prices or prices thereabout.

No man, no body of men, no association of interests working in collusion or corporation, however gigantic, can hold up these unnatural and exorbitant war prices. What Henry Ford has done in his far-reaching vision other men must do or they cannot survive.

A review of the successes and failures in Canadian manufacturing confirms The Sun. Walter H. Cottingham, probably our outstanding present-day success, developed and acquired the largest paint and allied factories in the world to fill the demands created by him as a merchant.

Senator Nichols was induced to take over and direct the destinies of the General Electric Co. and allied interests because as a merchant he had created his own market for electrical products in Canada.

Sir George Foster, our Minister of Trade and a member of the Imperial Trade Commission, expressed this view in 1914. He said the commission had found in Australia that German trade was growing steadily because the Germans were better merchants. Their superior salesmanship was overcoming the handicap of the superior quality of British goods and the strong national sentiment that extends throughout the Empire in favor of the British manufacturers.

Canadian manufacturers are in a less fortunate position than they of the Mother Country. The latter have well organized plants, trained workmen and established connections. The majority of men at the head of Canadian industries have worked up from apprentice boys. They have had to build new organizations and train workers. It has been a mighty strenuous career. Neither the thousands of employees nor the country as a whole appreciate what we owe these pioneering executives. But their thoughts have been on production and they love their factories and their employees. They have neglected their accounting and merchandising departments. The Sun's editorial suggests a new thought to many, and a very timely one. We must give more attention to selling our products at home and abroad. In this way only can most of us hope to keep our workers and plants running full time.

But salesmanship means more than taking orders. The buyer must be able to pay. The products must be what he wants, and what he orders; and our service must be prompt, reliable and satisfactory in every way. That it has not been is shown by the persistent complaints of our late Overseas Commissioner, Lloyd Harris, and many of our local Trade Commissioners. But it can be made satisfactory.

Builders' Hardware Will Be a Big Seller

"THE outlook for builders' hardware is decidedly bright. Present trade is good but the prospects are even better, and while people are now hurrying to complete work on buildings before the winter, the spring demands will be much heavier, I believe."

This statement of Harry M. Patterson, president of the Stratford Brass Co., Stratford, Ont., to Hardware and Metal, indicates that there are improved demands in sight for these products and that the hardware dealer may hope to cater to an increasing trade for these lines in the very near future. In view of the fact that builders' hardware departments have suffered a slackness in recent years, due to the war and building stagnation, the outlook will be much more encouraging to the dealer.

Mr. Patterson is of the opinion that Canadians have everything to hope for and reasonably anticipate in the way of continued good business. "When we remember that many people will be coming to Canada from abroad, this means that they must have some place to live in. It will mean that some of them will take houses that we now occupy and we will want to go a step higher and live in a little better house than we had before. That means that the new houses will be built, and they are needed everywhere. I was waiting for a train at Montreal a day or two ago and the depot was packed with new arrivals from other countries. These people are coming here with a definite purpose—to work, and in this respect they may teach many Canadians a good example, for it is production we need."

The Tenor of Labor

Mr. Patterson states that while labor is more plentiful than before, it is nevertheless expecting wages to be maintained. And, for a long time at least he believes there will be no reduction of consequence. As he stated, the mechanic will doubtless get down to a better production basis. This will make up for any offsetting conditions and entitle the workman or the mechanic to a higher wage than he used to receive. The manufacturer is willing to recognize the wage-earners' rights in this respect; is recognizing them. And, whereas the employee of a few months ago was unreasonable, requiring his employer to treat him with extreme nicety, the former is now in a more normal frame of mind; a happy medium is gradually being established.

Referring to the laying off of many workmen by some of the big manufac-

(Continued on page 62.)

Present Market Outlook Gives No Reason for Curtailed Paint Sales: Confidence is Required

High Cost of Paint Has Not Altered Its Relative Value—Customer Who Holds Back for Lower Prices Will Meanwhile Lose Money in Property Depreciation and Likely Be Disappointed Finally—Many Economically Sound Arguments Which Can Form the Basis of Paint Selling—More Business from Existing Possibilities.

WHAT is perhaps one of the most important factors in connection with the successful operation of the paint department is the concentration of attention and effort and a thorough understanding of the goods being sold. One of the first things is for the dealer to stock a line of paint which he feels sure he can conscientiously recommend to all customers. This means having faith in the line, and this faith will engender initiative and enterprise and bring good business and profits to this department. Looking at it from the other side it is quite evident that should a merchant lose faith in the service and efficacy of paint, that it is then time for him to quit selling it.

The progressive paint dealer realizes that paint is an economic necessity. If his sense of value is in the right perspective he realizes that the relative value between paint and the materials it protects have changed a great deal.

As a means of protection and preservation, paint has in recent years assumed a much increased value to the consumer than its actual increase in costs. Looking over the market for structural materials, labor and other lines and comparing prices with those existing five or six years ago it is plainly evident that the protective and preservative value of a gallon of paint, figured on the basis of the number of square feet of surface to be covered by it, makes it well worth present costs as compared with the value to-day of the materials it covers. These several materials have risen simultaneously in price and therefore present day cost of painting is no more of an argument than at any time in the past.

What of Service Value of Paint?

An investigation of the reasons underlying the rise in costs will establish whether the service of paint has increased or lessened. From a protective standpoint the service of good paint has increased. Considering present day costs of building, paint is more needed than in the past and costs less from the fact that each square foot it preserves costs more.

The merchant does the customer just as much service when he sells a can of paint at to-day's prices as when he was enabled to sell at much lower prices in the past. It is therefore a question of establishing in his own mind the fact that the relative value is to-day just as great and then convincing the customer of this fact. Under present conditions paint provides just as much of a sanitary safeguard as before; it provides just as efficient an insurance policy against weather and decay as before and its decorative results have just as much assistance in improving the appearance and value of properties to-day as in the past.

While many dealers realize the truth of these points yet many paint salesmen in the retail stores are not definitely convinced and herein lies their lack of faith which is bound to reflect in a lack of enthusiasm on the part of customers. Overcoming the arguments which customers will bring up, based on these points, proves the ability of the salesman and proves the extent of his faith in painting at the present time.

Should Be no Slackening of Buying

Under present circumstances when there is a reported slackening of buying in some retail trades, due to the feeling that lower prices are coming quickly on many commodities, it is more than ever necessary for the merchant to keep himself informed on the subject and to keep faith in his paint department. It is the opinion of a number of authorities that the costs of building materials will show very little reduction for some time to come. The value of paint as a preservative therefore is likely to be maintained until this condition changes. It is also the opinion of these authorities that the readjustment to lower price levels will in most cases be gradual. It is therefore in the interests of the retail merchant for him to endeavor to maintain stability in the market by advising customers that drastic reductions are not to be expected, in the hardware trade at least. In the meantime the ill effects of a lack of paint will be increasing. The winter is approaching, the season when the elements will do their utmost damage to building properties unless they are well protected. It is therefore a good time to commence to convince vacillating customers that their properties will depreciate a great deal from the lack of paint during the period they may wait for lower prices and then the chances are they may be disappointed as far as lower prices are concerned.

High Cost of Doing Without Paint

It is more the high cost of doing without paint that puts the crimp in your customer's

MOORE'S LINE

"Save the surface and you save all" *Paint & Varnish*

Moore's Wagon and Implement Paint

is specially prepared for Wagons, Carts, Ploughs, Mowing Machines and other agricultural implements.

It gives satisfactory service to the consumer and new business to the dealer.

"Save the surface and you save all" *Paint & Varnish*

Moore's Automobile Finish

Easy to apply. Self-levelling and dries over night.

A durable, lustrous finish that renews the appearance of automobiles and makes them look like new.

It dries with a dependable lustre. It "grips the metal" and leaves a strong, elastic finish that does not chip or crack—a powerful selling point with the motorist.

Color Cards and Prices on Request

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

If interested tear out this page and place with letters to be answered.

pocket book than the high costs of the materials. The merchant who has the unshakeable belief that he has a commercial mission in benefiting the physical, material and aesthetic welfare of his customers, will have no difficulty in convincing his customers that delaying of paint, with the expectation of lower costs will cost more money in the end.

If you are selling a brand of paint in which you have not the most implicit faith, or if you are selling a number of brands of paint and know very little about any particular one brand, it is unfair to yourself and to the manufacturers to continue this policy. Increased paint sales are wanted to-day to keep paint business active. More business is wanted from existing possibilities rather than from possibilities that may develop in the future and which are more or less uncertain. To achieve this end it is necessary for the dealer to be equipped with the best weapons. Far better it would be to overcome such a situation by changing to a brand of paint in which you can have faith and about which you can learn everything there is to be learned, or in the other case to clean up the paint department of the odds and ends and put in one standard quality brand of paint on which all energies can be concentrated.

Covering Various Classes of Trade

Glancing over the various kinds of paint trade which come to the retail store it is evident that no serious difficulty should be encountered in convincing all or any that paint is an economical necessity and has just as high a relative value to-day as at any time in the past. The manufacturer has had experience with increasing costs and can readily be convinced if the proper data are put before him. It can easily be shown to farmers that the same amount of wheat that bought a gallon of paint five or six years ago will buy more paint to-day than then. Butter and eggs, bacon and other farm products look smaller beside a gallon of paint than they did some years ago.

Laborers and mechanics do not have to work as long to-day to buy a gallon of paint as they did some years ago, and yet that gallon of paint will protect property that is of great deal more value to them to-day than in years past. There seems to be little reason for losing faith in selling good paint.

Losing faith means losing money, and the weakening of the whole foundation upon which retail business is to-day being conducted. Present conditions require the utmost confidence in buying and selling and it is well to keep in mind the statement of Napoleon that three-quarters of a victorious army consisted of morale while the other quarter represented guns, ammunition, officers, and all other such accoutrements. Paint selling has behind it numerous and sound economic arguments which can be employed to overcome any objection to painting under present circumstances. If faith, morale and belief in your line of paint are all where they should be, there will be little difficulty over prices.

McArthur Irwin Limited

Montreal.—F. W. Nugent has been appointed as representative of McArthur, Irwin, Ltd., with headquarters at 127 Wright Street, St. John, N.B. Mr. Nugent, for the past nine years, was associated with the jobbing firm of Robertson, Foster & Smith, St. John, and in his new work will cover the Maritime Provinces and Prince Edward Island.

The local hardware merchant is very often looked to, to establish a lead in respect to the sale of such a line as paint, in the Fall. At any rate if the dealer does not show enthusiasm over the Fall painting idea he can expect little from his customers. There is no reason why much exterior painting should not be done in the Fall, and certain education work now proceeding may be of assistance in establishing an all-year sale of paints and varnishes. Keeping the paint department at the front of the store, where the best light is available, as the dealer has done in this display, combined with the use of an occasional window display of paint at this time of the year, will help to establish the lead in arousing local interest which can then be fanned into enthusiasm.

Only One Jap-a-lac

And that is Glidden Jap-a-lac.

Like many another good product, Jap-a-lac is imitated. And as might be expected, its imitators fall far short of the original.

Because of these facts it is important that you sell the genuine Jap-a-lac. Its true, lasting colors, long-wearing qualities and worth of every kind assure satisfied customers for you and result in many repeat sales. It is in these repeat sales — sales without effort on your part — that your greatest profit lies.

There is a Jap-a-lac Household Finish for every home purpose. Stock up *now* with a complete line.

Write for our dealers' proposition.

THE GLIDDEN COMPANY, Ltd., Toronto, Ont.

Branches at Montreal and Winnipeg

"Save the surface and you save all" *Paint & Varnish*

Paint Companies to Hold Convention

Montreal.—The Canada Paint Company, Ltd., Montreal, is holding its convention this year during the week of October 25th. Sessions will begin on Monday.

The annual convention of the Sherwin-Williams Company of Canada, Ltd., will open on Monday next in Montreal.

Imports of Zinc, Varnishes and Paints Show Increase

Canadian imports of white zinc for the four months ending July, 1920, show a considerable increase over the 1919 period, being valued at $793,102, as compared with $319,649 in 1919. In 1918 they amounted to $543,789.

Paints, pigments and varnish imports were valued at $182,260 during the same period in 1920, as compared with $964,301 in 1919, and $1,308,776 in 1918.

Considerable decrease was registered during the same period in the imports of putty, especially imports from the U. S., being valued at only $4,154 in 1920, at $8,906 in 1919, and at $7,834 in 1918.

U.S. Exports to Canada of Turpentine for Four Months April-July

The exports from the United States to Canada of turpentine for the four months April-July during the periods as given below are as follows:

	Casks
1920-21	7,126
1919-20	7,921
1918-19	8,745
1917-18	9,250
1916-17	9,485
1915-16	8,771
1914-15	10,649
1913-14	8,369
1912-13	8,232

Total for 12 months, 1919-20, 21,041 casks.

Exports of Rosin From U.S. to Canada for Four Months April-July

The exports from the United States to Canada of rosin for the four months April-July during the periods given below are as follows:

	Bbls.
1920-21	26,573
1919-20	10,174
1918-19	35,095
1917-18	30,884
1916-17	21,693
1915-16	13,883
1914-15	12,434
1913-14	14,933
1912-13	16,069

Total for 12 months, 1919-20, 45,462 lbs.

Tuna Fish Oil

According to a circular issued by the U. S. Paint Manufacturers' Association, excellent results have been obtained with tuna fish oil, indicating that this product can be utilized, in whatever quantity produced, by the paint industry. Comparative drying tests have shown that tuna fish oil dries more rapidly than most grades of raw linseed oil. The gravity, iodine number and saponification value of the oil are similar to the constants of linseed oil, while the high iodine value, 184, is of unusual interest since it is actually higher than that of most linseed oils.

Yellow tail fish oil is another product supplied by the Bureau of Fisheries for these tests. It gives results almost as satisfactory as linseed oil.

Unsatisfactory Conditions in German Iron Industry

The German small iron industry is meeting with serious difficulties. According to the European press, a committee of manufacturers of ironware will shortly visit Luxemburg, Belgium, and North America with the object of buying bar iron. Experts say that American iron imported into Germany will be cheaper than home-made iron, principally on account of the coal agreement at Spa which will force various iron plants to reduce their output.

Algoma Steel Corporation Has Larger Output

Favorable figures regarding recent output at the plant of the Algoma Steel Corporation, Sault Ste. Marie, were presented at the annual meeting of the Lake Superior Corporation at Camden, N.J., last week. The Algoma, which is a subsidiary of the Lake Superior, is still working busily, though the rush for steel is slackening visibly. There are plenty of orders until the end of the year at least, and prospects of large business in rail making next year, although the price of rails has not yet been set.

The statement of production by the Algoma Steel Corporation submitted to the meeting covered the three months ending September 30, 1920, and is as follows, with comparison with the same period in the previous year (in tons):

	1920	1919
Coke	142,593	65,998
Pig iron	116,362	50,149
Steel ingots	92,360	55,456
Rails	52,540	33,033
Structural steel	4,107	.....
18-in. merchant mill products	9,068	6,805
12-in. merchant mill products	5,046	1,842

London Auto Accessory Trade is Booming

London, Ont.—While it is impossible to obtain the exact figures, sales of automobiles in London district this season so far run from 1,200 to 1,500 representing an outlay on the part of buyers of approximately $2,000,000. One of the greatest difficulties dealers have experienced is in getting deliveries. The demand seems to be for the better class of cars and an unusually large number of closed cars have been sold. One of the best indications of the development of the business here is that the Ford Motor Co., which already has a large assembling plant, recently closed a deal for property on which to erect an additional six storeys 200 x 250 of reinforced concrete.

Local hardware merchants who have been handling auto accessories report the greatest season's trade they have ever had. They see a splendid future for the business. While city sales have been large and very satisfactory the demand from the country is much greater owing to the unprecedented prosperity of the farmers. This fall they are harvesting perhaps the finest crops in their history and buyers are clamoring for everything they can raise at high prices.

Canadian Representation in Brazil

Montreal.—Major E. L. McColl has been appointed Canadian Trade Commissioner to Brazil. This has resulted owing to the development of trade with this country, and it is stated by the new appointee that much of Canada's products reached Brazil formerly through New York sources. The Commissioner is now visiting business men and Canadian manufacturers in order to familiarize himself with conditions here.

Building Trades

(Continued from page 57.)

turing plants in this country and the United States, Mr. Patterson said: "There was a great scramble at ticket offices by these workmen. They were making for other points where they knew there was employment, and the railway companies did not have enough tickets to go around. These men are able to place themselves elsewhere, so that there is not the unemployment that would result otherwise. Some of these men left for the north to aid in construction work.

"I expect that prices will be steady on the lines of our manufacture. It is not the cost of the raw material so much today as the cost of making and handling a product. For the reason that men will still be paid good wages, I do not expect there will be any reduction in prices for the present. Any changes will come gradually."

Another factor is that materials, while not so scarce as they were, are only obtainable by keeping after the producer. The manufacturer is able to get supplies if he insists on having them, but there has not been a return to normal in this respect as yet.

Mr. Patterson also states that there is an increasing sale for the better lines of sash and door hardware, the builder of a permanent block, especially, desiring the best that he can obtain, regardless of its being high in price.

In conclusion, Mr. Patterson stated that he believed the volume of building in prospect for 1921 would greatly increase in all parts of Canada, from coast to coast.

The Luxeberry Painter Says:

"PREVENTION IS BETTER THAN CURE is an old saying I always think of when I see a job of finishing that has gone wrong. It costs a whole lot less to prevent varnish mistakes than to make them, but I always find Berry Brothers' finishes a sure preventive of varnish troubles."

It is the uniform dependability of "Berry" products that maintains the always growing demand for them.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties

(247)

Walkerville, Ontario

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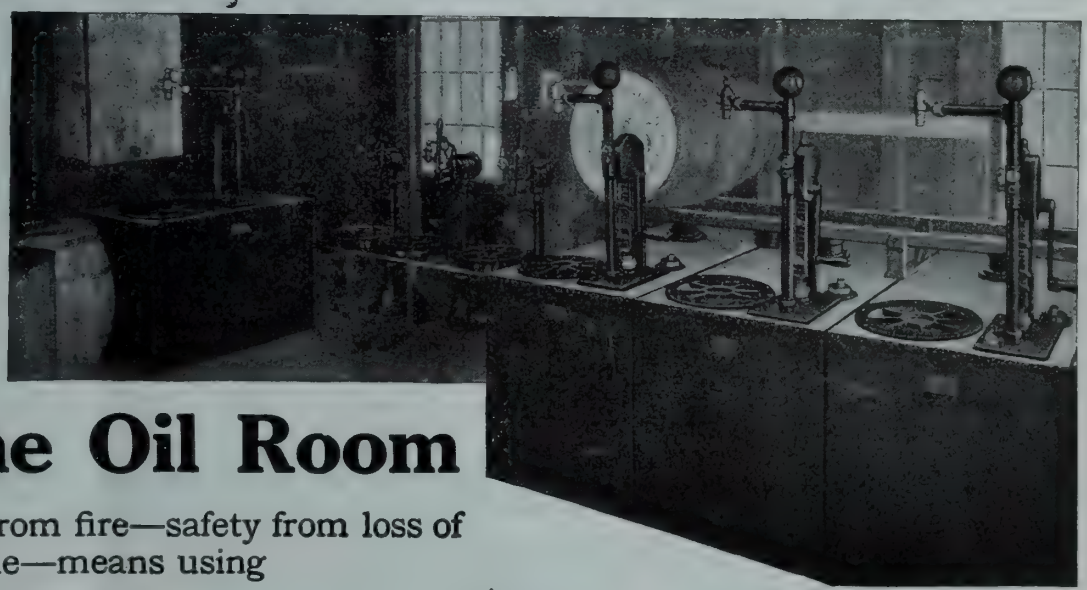

In the Oil Room

Safety from fire—safety from loss of oil and time—means using

BOWSER Oil Storage Equipment

ESTABLISHED 1885

Bowser Equipment is practically fire-proof. Handling of oils is done mechanically, with a wonderful saving of floor space, time and oils. It keeps all the oils clean and fit for use. Enables keeping of accurate records. *We have some interesting literature. It's yours for the asking, Write for it today.*

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6 Castlereagh Street

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, October 21. — The paint markets are seasonably active although this does not mean that there is as much business passing as during other periods of the year. At the same time activity is satisfactory, and the volume of business passing is quite large. Some export business has been obtained by the manufacturers and export of corroded lead is still quite heavy. There has been little change in the market and linseed oil and turpentine, while being soft in undertone, are little changed from the quotations of last week.

Steady Price But Turpentine Quiet

Montreal.

TURPENTINE.—There is just a fair demand for turpentine and jobbers are quoting this as high as 2.30 per gallon. Arrivals are not excessive although amounts are obtained from time to time to meet the trade requirements.

Turpentine—	Imp. Gal.	
Single barrels	2 30	2 35
Small lots	2 40	2 45
(Packages extra.)		

Putty a Good Seller and Stock Is Ample

Montreal.

PUTTY.—There is a good seasonable demand for putty and prices hold firm without change. The following list is applying in this market.

Commercial Putty	5 tons	1 ton	Less than ton
Bulk Barrels, 800 lbs.	$6 50	$6 75	$7 10
Bulk Drums, 100 lbs.	7 50	7 75	8 10
Do., or tins, loose 25 lbs.	7 75	8 00	8 35
Bulk Tins, cased 25 lbs.	8 50	8 75	9 10
Bulk Drums or tins, loose 12½ lbs.	8 00	8 25	8 60
Bulk Tins, cased 12½ lbs.	8 75	9 00	9 35
Bladder Barrels, 400 lbs.	8 75	9 00	9 35
Do., Cases, 100 lbs.	9 00	9 25	9 60
Tins, 1 lb.	11 10	11 35	11 70

Standard Putty, 10c per 100 lbs. advance over above prices.

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

Much Flax Arrives; Oil Reduced 5 Cents

Montreal.

LINSEED OIL.—The present linseed oil situation indicates that there may be a further recession of price and in fact $1.50 is now being quoted on "singles." The arrival of large supplies of seed is one reason for expecting that prices for oil will not advance any in any case. At the same time, as a Montreal crusher pointed out to Hardware and Metal this week, the price of linseed meal will have to come down to a parity with other cattle feeds, and if this is done, it is probable that oil will not reach a much lower level than that obtaining to-day. A great deal of flax has been put into Western elevators, one estimate placing this as at least 1,000,000 bushels, to date.

Raw—	Imp. Gal.	
1 to 4 barrels	1 55	1 60
3 to 4 barrels	....	....
Boiled—		
1 to 4 barrels	1 58	1 60½
3 to 4 barrels	....	....

White Lead Basis Remains Unchanged

Montreal.

WHITE LEAD IN OIL.—There is a good local and export demand for white lead in oil, seasonably speaking, and prices remain unchanged with 5-ton lots selling at $9.50 per 100 pounds, 1-ton lots at $20.00 and less than ton lots at $20.35.

Spring Bookings For Prepared Paint Promising

Montreal.

PREPARED PAINTS.—At the present time there is naturally not a great deal of demand for paint wanted for immediate shipment. However, orders for spring delivery are coming to hand very satisfactorily, and in this respect a good healthy tone is indicated on the part of the retail trade, who anticipate good business next year. Prices are steadily unchanged, and the indications are for continued prosperity in this line of goods.

Steady Glass Trade; Supplies Are Ample

Montreal.

GLASS.—There is a considerable amount of business passing in window glass and the market is quite steady. At the same time quantities of Belgian glass are still being sent forward and these are being offered at fairly close prices, Hardware and Metal understands. The fine weather which has been obtaining in many parts of the country is making for activity in the industry.

Toronto

TORONTO, OCT. 21.—Prices are not very much changed in paint circles this week.

The chief feature is the continued decline in linseed oil and turpentine quotations. Linseed oil is less than half the price it was sold at during the early summer and turpentine last spring was quoted at nearly twice the price it is to-day.

White lead and putty are unchanged. Shellacs and rosins are easier.

Glass is selling at 25 per cent. and in some cases at 30 per cent. off list instead of 15 per cent. as formerly.

Business is reported a little brisker and a good fall trading is anticipated.

Turpentine Still Declining; Now Quoted at $2.05

Toronto.

TURPENTINE.—There is a continuation of the decline in the price of turpentine and it has nearly reached the two dollar mark.

Savannah reports indicate that there is a considerable stock on hand and the second crop is now gathered, though producers are said to be selling at pretty close to cost and whether it will go any lower is uncertain.

The present quotations are:

Turpentine—	Per Imp. Gal.	
1 barrel lots	....	2 05
2 to 4 barrel lots	....	2 04
5 gal. lots	....	2 20

Linseed Oil Down Another Eight Cents

Toronto.

LINSEED OIL.—The price of linseed oil has dropped another eight cents per gallon this week and it is now below the dollar and a half.

The demand for oil is not very large at present and buyers are purchasing for present needs only in most cases.

Quotations are as follows:

	Raw	Boiled
1 to 2 barrels, gal.	1 47	1 50
3 to 5 barrels, gal.	1 46	1 49
6 to 9 barrels, gal.	1 44	1 47

White Lead in Oil Prices Are Unchanged

Toronto.

WHITE LEAD IN OIL.—The prices of white lead in oil are unchanged. Trading is reported to show a little improvement and the demand is very sat-

Ramsay's Paints

Point the way to Bigger Paint Sales During the Fall and Winter Months

"The Right Paint to Paint Right"

There is a Ramsay Product for every use—sell it to customers for the car, the garage, the house, inside and out, and many other purposes. Remember Agate Varnish Stains, made from the well-known Agate Floor Varnish, in eight beautiful shades.

Save the surface and you save all" *Paint & Varnish*

A. RAMSAY & SON COMPANY

The All-Canadian Manufacturers of Paints and Varnishes Since 1842

TORONTO **MONTREAL** **VANCOUVER**

DISTRIBUTORS:

Edmonton District:
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818 8th Ave. W., Calgary

Nova Scotia:
James Simmonds, Limited
Halifax, N.S.

If interested tear out this page and place with letters to be answered.

isfactory. If it continues jobbers will have no cause to complain, they say.

Prices of pig lead are still on the downward trend but it will have to be a permanent decline to affect prices of corroded lead, it is stated.

Demand For Paints and Varnishes Improving

Toronto.

PREPARED PAINTS AND VARNISHES.—The demand for prepared paints and varnishes is showing a decided improvement this last week or so, it is stated, and sales for present deliveries are very good. Prices are unchanged and continue firm.

Putty Quotations Holding Unchanged

Toronto.

PUTTY.—No change has taken place or is expected in putty prices and basis remains as last week. The demand is fairly good and sales are up to the average for the time of year.

Present quotations are the following:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80
Do., less quantities	10 05
Pure, in 100-lb. drums	11 05
Do., 25-lb. irons	11 30
Do., bladders in bbls.	12 30
Do., less quantities	12 55

Wood Alcohol Now Quoted Higher

Toronto.

WOOD ALCOHOL.—Higher prices are quoted for wood alcohol and this product has been rather scarce on the markets lately. Present quotations are $4.50 per gallon.

Shellacs and Rosins Show Easier Tendencies

Toronto.

SHELLACS AND ROSINS.—There is an easier tendency in rosins and shellacs and prices of both may possibly be lower in the near future.

Present shellac prices are:

Pure White, per bbl. $7.75; gal. jugs, $8.25.
Pure Orange, per bbl., $7; gal, jugs, $7.50.

Window Glass Quotations Show Variations

Toronto.

WINDOW GLASS.—Some variations in quotations on window glass are noted here. The difference is said to be due to importations of Belgian glass combined with a weaker market over there and the alteration in the customs ruling allowing duties to be fixed on a gold basis on imports.

The American glass markets appear to be very firm still, with deliveries taking from three to six months from placing of order

Discounts quoted are from 25 to 30 per cent.

NEW MAIL ORDER METHODS

(Continued from page 41)

the mails as usual, it sent them in bulk to local representatives in some of the larger towns, who distributed them from house to house. The book consisted of about 100 pages. So far as can be learned it is not the intention to distribute the big general catalogue in this manner, as such would involve great advertising expense. But it must have been considerable outlay to distribute broadcast even a catalogue of 100 pages.

"Apparently lavish use of advertising matter, however, can be justified by results when it comes from a house like Sears, Roebuck or Montgomery Ward. One theory behind the distribution of direct-mail advertising matter is that it should not be sent until asked for. When a catalogue has attained an advertising prestige like those of the big mail-order houses this rule can be interpreted with liberality.

"These new moves of Montgomery Ward & Company, while not particularly spectacular or sensational, are important in that they indicate an unmistakable intention to get out the beaten paths of mail-order selling and to cultivate relations with the people as much as possible like those enjoyed by the regular retail store.

"Only a lineal descendant of Saint Thomas can have any doubts as to the intentions of the mail-order houses to take every legitimate means of furthering their interests even at the expense of radical and unprecedented changes in operating method. The readiness of an institution like Montgomery Ward to break away from tradition ought to be an incentive to the retailer to do likewise. He will have to do it sooner or later, anyway."

Steel Industry in Satisfactory Condition

Montreal.—R. M. Wolvin, president of the Dominion Steel Corporation, has returned to Montreal after a two weeks' trip to the company's properties in Nova Scotia, etc. The steel industry, Mr. Wolvin stated, was in a satisfactory condition, and he had been successful in arriving at an agreement with the Government of Newfoundland, whereby the export of iron ore would be carried out under conditions favorable to the corporation and along the lines desired by those who had conceived the British Empire Steel Corporation.

Limit Lighting in Windows and Overhead Signs

Hamilton.—E. I. Sifton, chief engineer of the Hamilton Hydro Commission, said there was every indication of a power shortage this winter, and that conservation of power would have to be practised.

The first move in this direction would affect merchants. Mr. Sifton said there was no doubt but that a great amount of Hydro power was needlessly used for the lighting of store windows and overhead electric signs. Such lighting, to his mind, was quite unnecessary when a shortage was prevailing.

Street lighting would also be curtailed this winter, he said. There are about 8,000 street lights in Hamilton. Mr. Sifton thought that half of this number might well be shut off during the winter months, without imperilling the safety of citizens.

Electrical Convention at Montreal

The second convention of the electrical interests of Quebec and Eastern Ontario met this week at the Windsor Hotel.

In discussing the object of the association with John A. Burns, manager of the electrical department of Munderloh & Co., Montreal, Hardware and Metal was informed that the association work was on a good footing and the objects for which it is working are being attained. "These meetings," said Mr. Burns, "are composed largely of all classes of the electrical industry of the Province of Quebec, with visitors from Winnipeg, Vancouver and Toronto.

"The object of the meeting was also to foster kindly feelings between contractors, dealers, jobbers and central stations, each section endeavoring to help the others, the whole result being to permanently place the electrical trade on a sound business basis and to properly educate the public in the uses of electricity and the appliances operated thereby. It is probable that a new association will have been formed to be called "The Electrical Co-operative Association of the Province of Quebec." This matter was to be taken up as one of the last subjects on the convention programme.

Black Bass Prize Weighed at Hepworth Hardware Store

Rev. Father J. J. Flashhaven, of Teeswater, is this year's winner of the prize rod, reel and line in the Toronto Daily Star's contest.

The winning fish was weighed and measured in Hepworth at the Hardware Platform Counter scale in the presence of W. Kreutzweiser, hardware merchant of Hepworth, and W. R. Kinch, editor of the Hepworth Progress.

Extensions Double Factory Space

Andrews Wire Works of Canada, Ltd., Watford, Ont., have under way an addition to their plant that will more than double the present working space. The office space will be tripled and the tinning room will be doubled in size. The new buildings are modern in construction, being all concrete, brick and steel with fenestra windows. The plant when complete will be modern in every particular. The cost of the new building and equipment will probably exceed $50,000.

The One Best Varnish For Any Surface That Needs Varnishing

UNIVERNISH

Made in
Six Transparent Wood Colors

DARK OAK ***MAHOGANY***
LIGHT OAK ***WALNUT***
LOG OAK ***GREEN***

And as a Clear Varnish

For outside or inside use, wherever a good-looking and long-wearing varnish is required, Univernish proves entirely satisfactory.

Hot Water-proof, Steam-proof, Ammonia-proof, Soap-proof—a Univernished Surface will withstand the most severe usage and can be washed, when necessary, without the least injury to the original glass-like finish.

Recommend Univernish for furniture, floors, boats, yachts, automobiles and all other surfaces where the wear is hard and where protection as well as good appearance is essential.

Keep a stock of Univernish always on hand. You'll find it an easy seller when displayed in conjunction with the tasty window trims and show cards which we supply.

Write us to-day for particulars and prices.

The Dougall Varnish Co. Limited

MONTREAL

Associated with Murphy Varnish Company, U.S.A.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps	.....	.....	$ 7.00
22 Short	.....	$10.00	10.70
22 S. Mush	.....	.....	11.50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16.00
22 L.D. do.	.....	.....	18.70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special.	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	......

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 1, doz.	$19 25
No. 2, doz.	22 00
No. 3, doz.	24 75
No. 4, doz.	26 95
No. 5, doz.	29 70
No. 6, doz.	33 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$2.85.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	10/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/10	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.
Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.
Machine Bolts, 7-16 in. dia. and larger, list plus 10%.
Sleigh Shoe Bolts, all sizes, list plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, list plus 10%.
Bolt Ends, list plus 10%.
Plow Bolts, 1, 2, 3 heads, net list.
Plow Bolts, others, list plus 20%.
Elevator Bolts, large head, list plus 10%.
Elevator Bolts, corrugated heads, 20%.
Fancy Head Bolts, list plus 10%.
Shaft Bolts ($3 list), list plus 10%.
Step Bolts, large head ($3 list), list plus 10%.
Whiffletree Bolts, list plus 10%.
Nuts, 2 in., and smaller, square Blank, add to list $2.25.
Nuts, 2 in. and smaller, square Tapped, add to list $2.75.
Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.
Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12.25 to $13.50; No. 1, $12.25 to $13.50; No. 2, $13.35 to $15; No. 3, $14.35 to $16.50; No. 4, $16.40 to $19.50; No. 5, $19.50 to $22.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS. HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	18 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set	$0 93
No. 3, per doz.	11 25

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$.....
¼ in.	21 70	.....
5-16 in.	18 20	19 40
⅜ in.	13 85	16.55
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

Electric Welded

	Proof	B.B.B.
⅛ in.	$22 30	.....
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	.....
7-16 in.	11 85	.....
½ in.	11 50	.....
⅝ in.	11 05	.....
¾ in.	10 80	.....

F.o.b. Montreal Toronto

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 10% halter chains, add 10%: tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 46
Plain Tinned, 16 oz. and heavier, lb.	0 48	....
Polished and Tinned, 16 oz. and heavier, lb.	0 52	0 50
Tubing, lb.	0 50	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 95
No. 7, lb.	0 94
Nos. 8, 9, 10, 12	0 93

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....
Prices withdrawn

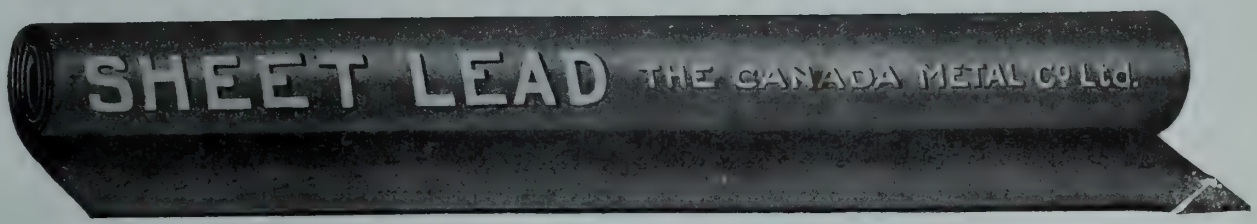
DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

ORDER FROM OUR NEAREST FACTORY

SHEET LEAD



LEAD PIPE up to TWELVE INCHES in diameter
LEAD TRAPS
LEAD BENDS

LEAD PIPE

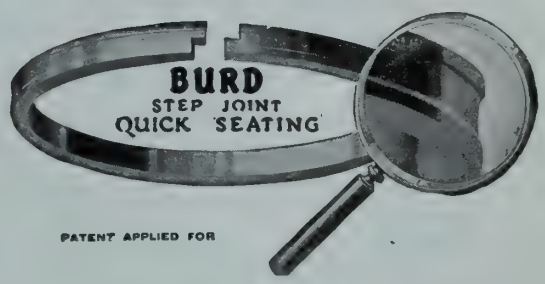
SHEET LEAD EIGHT FEET WIDE or less
ANY LENGTH
PROMPT SHIPMENT

BABBITT SOLDER

THE CANADA METAL CO., Limited
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

PISTON RINGS



Complete assortment of the following makes in stock at all times:

INLAND
BURD QUICK SEATING
WEDGERITE
FORD SPECIAL
SUPERIOR
STANDARDS

RENAUD MOTOR SUPPLY LIMITED

326 East St. Catherine St.
MONTREAL

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer. Nov. 1, 1899.	50 %
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 75	0 85
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$10 80
No. 33	11 40
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE

	Doz.
Sisal, 7-16 in.	$25 00
Do., 9-16 in.	38 00
Jute, 7-16 in.	25 00
Do., 9-16 in.	38 00

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to 2 lbs.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$21 00
Corrugated, ⅝ in., 100 ft.	24 00
Corrugated, ¾ in.	28 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 10
Common, plain, 3, 4 and 5 lbs.	15.60
Common, plated, 4-5 lbs.	17.50
Common plated, 6 lbs. and up	.....
Plain, 6 lbs. up	12.40

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$15 00
Do., Japd.	15 00
Long Globe, plain	15 00
Do., Japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz cases	$1 20 doz.
3 doz. cases	1 15 doz.
6 doz. cases	1 10 doz.
Cold blast, genuine ruby	5 50

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$2 35
Steel Thumb, No. 3	3 10
Steel Thumb, No. 4	3 20
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	.....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	9 70

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

	Doz. Net
Liquid Veneer	$16 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	6 30
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 35
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.25 base; Toronto, $6.40.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.

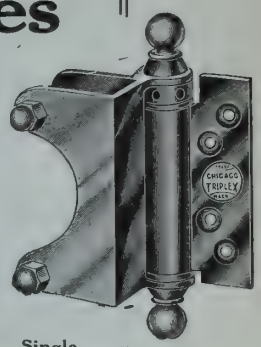
In High-Class Lavatories

TRADE MARK
CHICAGO SPRING HINGES

TRADE CSB CO MARK

At clubs, hotels, theatres, restaurants, railroad stations, department stores, etc., you'll find Chicago "Triplex" Lavatory Spring Hinges used almost invariably.

A type for every equipment. Each made to meet a definite service. Type No. 2242 can be supplied with reverse action springs, to hold the door open when released.



Single Acting Type No. 2242

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M-36

CHEMICAL CLOSETS THAT SELL

WAKYTE SANITARY CHEMICAL CLOSETS are the recognized convenience for districts where sewer and water accommodation is not obtainable. Used in thousands of homes, schools, etc., all over Canada.

A specially designed article with corrugated iron body, and with selling points that close sales. A Superior line with SUPERIOR QUALITY, that means service to the consumer, and a quick turnover and substantial profit for the dealer.

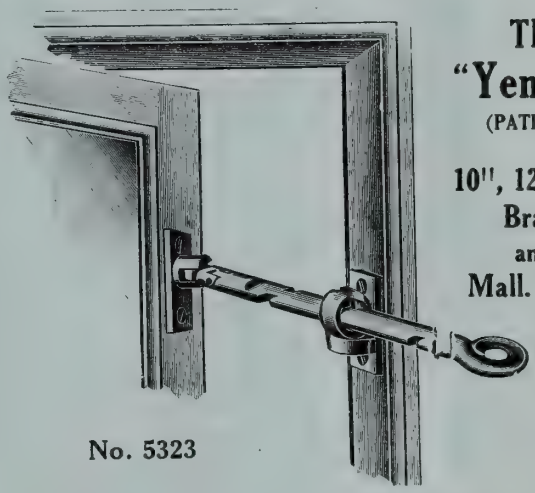
Stocks carried by: James Simmonds, Ltd., Halifax, N.S.; Sumner Co., Ltd., Moncton, N.B.; Thompson & Sutherland, Ltd., New Glasgow and Sydney, N.S.; J. S. Mitchell & Co., Ltd., Sherbrooke, Que.; W. B. Dalton & Sons, Ltd., Kingston, Ont.; Hobbs Hardware Co., Ltd., London and Toronto, Ont. And all jobbers in the Prairie Provinces.

Place your order through your Jobber or direct

WAKYTE MFG. CO. LTD. - WINNIPEG

TRADE G MARK.

Case, Fastener and Adjuster Combined



The "Yenton" (PATENT)

10", 12", 14" Brass and Mall. Iron

No. 5323

Frederick Giles & Sons
Brassfounders
Birmingham, England

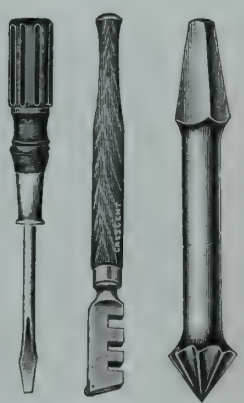
Canadian Agent:
Box 431 **S. DAVIES** WESTON ONT.

"Crescent"

The Line that takes Little Space, a Small Investment and gives Quick Turnover

FOR DEALERS' PROFIT

The Crescent Company's line of Small Tools and Hardware Specialties is well known by name. When serving customers mention Crescent goods and your customers will appreciate your store, for they believe in Crescent Tools and respect the judgment of the dealer who sells them.



At all Good Jobbers

Canadian Representatives: CAMPBELL AGENCIES, Toronto, Canada
THE CRESCENT COMPANY, Meriden, Conn.
Remember "Crescent" for Trade Building

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal. Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 30%.

Invincible— Per rod
1848 .... $1 05
2060 .... 1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll 5 50
36-inch, per roll 7 15
48-inch, per roll 8 35
60-inch, per roll 9 85
72-inch, per roll 11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1 .... 21 00
U.S. Navy 22 00
Plumbers' (spun) 9 50

F.o.b. Montreal, Toronto.

OILS Toronto

Royalite, gal. 0 29½
Palacine, gal. 0 32½
Gasoline, net, gal. 0 42

Above prices net.

Gallon
Black oil (summer) 0 33.6
Black oil (winter) 0 34.1
Imperial Kerosene, tractor 1 50
Capital, clinder 1 01.6
Machine oil, regular grades 0 65.1
Imperial gas engine oil.... 0 66.1
Paraffine 0 46.1

List, less 15% on above.

Polarine Oil, list 1 50
Polarine Oil, heavy, list.. 1 50
Polarine A, list 1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic 1 60
Gargoyle Mobiloil, B 1 95
Gargoyle Mobiloil, BB 1 90
Gargoyle, Mobiloil A 1 80

List, less 15% on above.

Fuel oil, bbls., net 0 19
Fuel oil, tank cars, net... 0 17

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING Per lb.

Fine jute $0 22
Coarse jute 0 16
Hemp 0 36
Square braided hemp.......... 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD Doz.

2 Hoop $5 00
3 Hoop 5 35
Stable 8 41

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor....	1 50	1 50
Dry Fibre No. 2, Elephant		1 50
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor..	1 70	1 70
Elephant Brand, tarred, No. 2	....	1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 95	1 95
Joliette Sheathing	1 50	1 50
Do., tarred	1 70	1 70

Per 100 lbs.
Monarch Sheathing, white.... 10 50
Do., gray 9 75
Straw Sheathing, heavy, dry.. 8 05
Spruce Sheathing, 36" and 72" wide 11 75
Asbestos Sheathing 13 50
Carpet Felt 9 00
Tarred Felt, 7, 10 and 16 oz. 6 05

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast
In barrels, 250 lbs., lb.......... 0 14
Barrels of 5 lbs., cotton bags, lb. 0 15
In kegs. 125 lbs., lb. 0 16
In 50-lb. boxes, lb. 0 18
In 25-lb. boxes, lb. 0 19

PICKS

Clay—

	Montreal	Toronto
5 to 6 lbs., doz....	12 50	13 00
6 to 7 lbs., doz....	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case

5 gross, 4-in. (loose) $2 10
4 gross (cartons), 4-in. 2 10
Spring, 2 grs. box 2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe
Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7.41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe
Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain List
2 in., in 10-ft. lengths, list.$ 8 00
3 in., in 10-ft. lengths, list. 9 70
4 in., in 10-ft. lengths, list. 12 80
5 in., in 10-ft. lengths, list. 17 50
6 in., in 10-ft. lengths, list. 21 30

Add 25 to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in. ....Net
Medium and extra heavy pipe, 2, 3, 5 and 6 ....Plus 10%
Medium and extra heavy fittings, 2 to 6 inch 20%
8 inch pipe and fittings...Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.......... $13 25
Navy pitch, per bbl.......... 6 50
Coal tar pitch, per cwt..... 1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.......... $13 20
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	13 25	....
Ordinary, 52 sheets..	$13 00	....

PLATES, COKE, TIN

Tor. Mont.
Per box
IC, 20x28 112 sheets. 27 00
IX, 20x28 112 sheets. 30 00
IXX, 20x28 112 sheets. 33 00
IXXX, 20x28 56 sheets. 18 00

"DOMINION CROWN BEST"—
DOUBLE COATED TISSUE

Nominal
IC, 14x20 base $15 00
IX, 14x20 base 17 00
IXX, 14x20 base 19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net

4-oz. bottles 2 40
12-oz bottles 4 80
1-qt. can 12 00
½-gal. cans 20 00
1-gal. cans 28 00
Net.

Liquid Veneer— Doz. Net
4-oz. $2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz., each 2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40

No. Each
70 .... $6 75
80 .... 6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned. 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING Per square Toronto

Samson, 1-ply, roll $3 00
Samson, 2-ply, roll 3 50
Samson, 3-ply, roll 4 10

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Red Star, 3 ply	2 75	2 80
Everlastic Liquid Roofing cement—		
Per gal., in bbls...	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude) ...	9 00	9 25

Roofix Roofing Cement—
In bbls., per gal.......... 0 60
In ½ bbls., per gal. 0 65
In 5s and 10s 0 70
1 gal. cans, per doz.......... 9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis 0 33½
Beaver Manila basis.......... 0 26
New Zealand hemp basis... 0 26
Sisal basis 0 21½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis..... 0 21½
Double lath yarn.......... 0 22
Yacht marline, tarred 57
Halyards 50
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 43
Hemp, tarred bolt rope basis 45
Marline and Houseline 45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in. 0 73
Do., 5-32 in. 0 71
Do., 3-16 in. 0 70
Do. ¼ in. and up..... 0 68

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

Each
263—50 ft. Challenge, Steel. $5 25
103—50 ft. Reliable Jr., Steel 5 35
243—50 ft. Rival, Steel 4 67
1243—50 ft., Rival Jr., Steel 4 35
603—50 ft., Metallic 3 75
604—66 ft. 4 35
403—50 ft., Linen 2 35

Dozen
713—50 ft., Ass Skin 8 40
714—66 ft., Ass Skin 10 20
143—3 ft., Steel Pocket.......... 8 30
145—5 ft., Steel Pocket.......... 11 20
175—5 ft., Linen Pocket.... 7 30
165—5 ft., Cotton Pocket.... 1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 60

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright 70%
Wood, R.H., bright 67½%
Wood, O.H., bright 67½%
Wood, F.H., brass 55%
Wood, R.H., brass 52½%
Wood, O.H., brass 52½%
Wood, F.H., bronze 50%
Wood, R.H., bronze 47½%
Wood, O.H., bronze 47½%
Square cap 20%
Hexagon cap 20%

Little Visits

Beatty Bros. Limited Bulletin

with BT Dealers

Mr. James Wright, whose progressive business methods and good service have worked up a splendid business.

The interior of Jas. Wright & Son's store at Glencoe. BT Churns, Ladders, Hay Tools and Pumps are leading lines.

Mr. Jack Smith, Manager of the store, demonstrates a BT Square Top Fork. Mr. Smith's intimate knowledge of Pumping and Hay Carrier problems is largely responsible for firm's success.

Have Sold BT Hay Tools for 25 Years

For twenty-five years James Wright & Son of Glencoe, Ont., have been selling BT Hay Carriers, tracks, forks, slings and other Hay Carrier fittings.

When writing us this spring Mr. Wright said: "We have handled your line of goods for a period of 25 years, both here and at Strathroy, and have always had the best of service from Beatty Bros."

We feel that this is a genuine compliment—twenty-five years is a long time, and we are proud of our long association with this progressive concern.

James Wright & Son make a point of stocking Hay Tools in September and October and begin at once to canvass any farmers coming in the store for their requirements in this line.

When selling building material, such as cement, the matter of a Hay Tool outfit is always brought up. Splendid results have been obtained in this way.

During June and July a well-arranged display of Hay Tools is made on a table in front of the store.

Attractive window display of Hay Cars, forks, pulleys and other fittings are put on in July.

In addition to Hay Tools, Jas. Wright & Son sell BT Ladders, Churns, Washers and Pumps. When selling Hay Tool outfits a BT Extension Ladder is almost invariably sold for erecting the Hay Track.

Stock Hay Tools Now

The success this firm has gained in selling Hay Tools is largely due to the fact that they *get after the business early.*

Fall is the ideal time to erect a Hay Track. The mows are full, thus making erection easy and labor is comparatively plentiful. The need for a new outfit is fresh in the farmer's mind.

The experience of James Wright & Son proves that BT Hay Carriers can be sold—year after year—with very little trouble. It is extremely profitable business and can be operated on a small expense.

A Hay Carrier outfit is a necessity on every farm. Old outfits need replacing. New barns need new outfits. Old-fashioned outfits need replacing with modern Sling Carriers.

Our representative will be calling on you soon. We suggest that you place your stock order for Hay Tools with him.

BEATTY BROS., LIMITED

Fergus, Ont. London, Ont. Winnipeg, Man. Montreal, Que.
St. John, N.B. Edmonton, Alta. Vancouver, B.C. London, Eng.

If interested tear out this page and place with letters to be answered.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $20 00
Golden Clipper 20 95
Little Giant 22 00
Bush 20 50

SNATHS Doz.
00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 00
Bush 17 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 50	$13 00
26 gauge ...	13 25	12 95
24 gauge ...	12 65	12 35
22 gauge ...	12 30	11 90
20 gauge ...	.....	11 75
18 and 20 ga.	11 60	....

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 65
Galvd. 7 65

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$25 50

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario...........$10 00

TACKS Discount
Wire Tacks ....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings ....Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Ppright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net......... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each $5 50
No. 530, each 10 50
No. 630, each 13 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 15 in......$12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 add 25% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb......... $0 80
Cones, 3-ply, lb. 0 75
Do., 4-ply, lb. 0 82

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 30%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2............... 23%
Bath Cocks—Compression ... 25%
Flatway stop and waste cocks. Standard 25%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, stand. add 10%
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard ....add 5%
Gate or Straightway .... Net
Jenkins Gate Valve 10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves
Gate Valves ....Net list
Regrinding Valves ......Plus 7½%
Swing Check Valves .....Plus 15%
Compodisk Valves ....Plus 7½%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 25%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%. f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs..	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs..	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8........	Base
No. 9.........	0 10
No. 10.........	0 15
No. 11.........	0 28
No. 12.........	0 30
No. 13.........	0 50
No. 14.........	0 60
No. 15.........	0 85
No. 16.........	1 30
Annealing, extra	0 25
Coppering, extra	0 70
Bright base	6 00
Annealed base	6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 .... $10 00
No. 19 .... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern; 20% on genuine.

WRINGERS, CLOTHES
Domestic, No. 531E $127 00
Dom. Bench, No. 541EB.... 174 00
Favorite, No. 511E 117 00
Favorite, No. 512 .... 124 00
Royal Canadian, No. 151... 102 00
Favorite, No. 514 .... 145 00
Ottawa, No. 331E 115 00
Ottawa Branch, No. 341EB. 162 00
Challenge, No. 311E 105 00
Warranty 127 00
Bicycle 115 00
Eze 110 00
Rapid 100 00
Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London.
Stove Pipe Thimbles, 40%

TONCAN METAL

—Easy to Work

TONCAN METAL is a tough, ductile, rust-resisting sheet metal which holds a tight coat of galvanizing and is extremely soft and workable. There are no lumps of impurities or gritty spots to damage cutters. Toncan Metal is the same all the way through. It not only works better than ordinary sheet metal but it lasts much longer and when supplied to your trade gives satisfaction which reflects credit on you.

Galvanized, Fabricated and Stocked in Canada

All Toncan Metal sheets used in Canada are galvanized in Canada by the most modern processes. Each sheet is inspected and only perfect sheets are allowed to go into stock.

Usual sheet metal building accessories are fabricated in Canada and distributed at convenient points. If you are not acquainted with Toncan Metal find out all about it. It is worth while to any dealer.

Flat Sheets Galvanized in Canada by

DOMINION SHEET METAL CORPORATION, LTD.
HAMILTON, ONTARIO

Fabricated in Canada and formed products sold by

THE PEDLAR PEOPLE, LTD.
Executive office and factories, Oshawa, Ont.

Branches: Montreal, Quebec, Ottawa, Toronto, Winnipeg, Vancouver

The Stark Rolling Mill Company, Canton, Ohio, Sole Makers of Toncan Metal

If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85		45 45
86 to 90		48 85
91 to 94		49 80
95 to 100		58 55
101 to 105		65 35
106 to 110		73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 25c per 100 lbs. higher than quoted below. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 34½
10s	0 35
5s	0 36
1s	0 39½
½s	0 43½

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50- 7.00

F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 00
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton St. John and Halifax, Toronto, Hamilton, London and Ottawa Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$10 00
Less, per lb.	0 13

SHELLAC

	Pure white	Pure
Per bbl.	$7 75	7 00
Gal. jugs	8 25	7 50

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$ 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 20
C.P.C. Sun Aero Spar	4 80
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 [illegible]
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 [illegible]
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	[illegible]
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 [illegible]
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20
C. D. Wall Coating, white	9 60	
Do., colors	9 60	

WASTE

Cream, Polishing	$0 26

WHITE

XXX	0 23	XXX	0 23
XX	0 21½	XX, grad	0 21½
X	0 20	XLCR	0 20
XC	0 18½	X Empire	0 18½
		X Press.	0 16½

COLORED

No. 8	0 11	Fancy	0 18
No. 1	0 18	Lion	0 16
No. 7	0 16	Standard	0 14
No. 1A	0 14½	Popular.	0 12
No. 1B	0 12½	Keen	0 10

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 75
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING

Gilders, bolted, in bbls.	2 25

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	$3 75
Methylated Spirits	2 95

F.o.b. Montreal, Toronto London.

HARRIS HEAVY PRESSURE

The Distinctive Babbitt

Round in shape, Copper coated, with profile and wording that thousands of users know by years of service.

Put out and guaranteed by a Firm with a metal experience of over one-third of a century, and whose guarantee means something.

DEMAND THIS CAKE FROM YOUR JOBBER.

If your jobber cannot supply you

ORDER FROM OUR NEAREST FACTORY

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Window RED S Glass

Also Plate, Figured, Bent, and Ornamental Glass

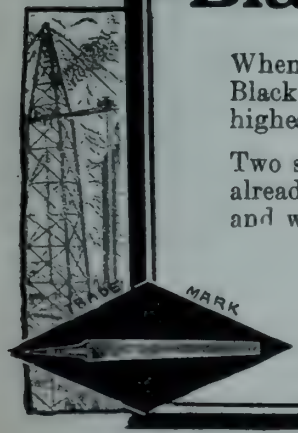
Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	...	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.. ..	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16......	$6 00	18/16.....	$12 00
4........	5 00	19........	14 00
5........	5 00	20........	14 00
6........	5 00	21........	16 00
7........	5 00	22........	16 00
8........	5 00	23........	18 00
9........	6 00	24........	18 00
10........	6 00	35........	21 00
11........	7 00	26........	21 00
12........	7 00	27........	24 00
18........	8 25	28........	24 00
14........	8 25	29........	27 00
15........	9 50	30........	27 00
16........	9 50	31........	30 00
17........	12 00	32........	30 00

Discounts from standard list prices.

Irwin ....40% on list

Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅜-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3-16 in, $8.80; ¼ in., $7.95; 5-16 in., $7.75. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $8.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots	$54 00
5,000 ft. lots	55 00

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $14.03; No. 1, $14.03; No. 2, $15.30; No. 3, $16.58; No. 4, $21.68.

Hand—No. 0, $11.48; No. 1, $11.48; No. 2, $12.75; No. 3, $14.03; No. 4, $16.58.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ....$0 96 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank...	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., $7.60; 10 in., $8.33; 12 in., $9.68; 15 in., $13.50.

Conductor pipe, 2 in., per 100 ft., $9.23; 3 in., $11.25; 4 in., $14.40; 5 in., $19.80.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen........	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under ...	45%

FRY PANS Each

Cast iron, No. 8..........	$1 05
No. 9..........	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.........	$18 60	$24 75
26 to 40-in..........	20 30	24 75
41 to 50 in..........	21 85	25 00
51 to 60-in..........	22 85	28 75
61 to 70-in..........	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz.

Cold Blast	$1 20
Short	1 20
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS— Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.............	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40 ;12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz.
No. 200, Jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $9.60; No. 2 and larger, $9.35; snowshoes, No. 0 to No. 1, $9.85; No. 2 and larger, $9.70; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

	Per 100 ft 3-ply	Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$13 75
28 Am. or 26 Eng.	13 35
26 Am. or 26 Eng.	12 60
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 6 and over, 16½c per lb; 4 and 5 lbs., 21c per lb.

Mrs. Potts' No. 55, set......	$2 90
Mrs. Potts' No. 50, set......	3 05

Mrs. Potts' common sad iron handles, $2.78 dozen. Mrs. Potts' improved, $3.75 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 70
Barn Door	
5	3 20
8	3 65
9	5 25

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 12 00	$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.65 base; Winnipeg, $7.35. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in...........	$6 68
30 in...........	8 98
36 in...........	10 50

"Save the surface and you save all" *Paint & Varnish*

Economy

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Silkstone fills the bill for the Canadian housewife. She has tried it and liked it and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller.

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers.

Silkstone is a tried and proven, steady salesmaker. It satisfies customers because it gives good results.

Satisfaction

Write us and let us explain the advantage of an agency

G. F. Stephens & Co. Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS
Square, small lots, blank, $5.25, tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—

	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15
Ramsay's White	5 55
Do., colors	5 30
Dultone, White	4 25
Do., colors	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 60
Sunrise	1 45
Anchor, tarred	1 75
O.K., tarred	1 75
Tarred Felt	6 75

PICKS, CLAY
5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT
Buttweld,

Per 100 ft. Blk.	Steel Blk.	Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA
18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON
No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS
Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons per cwt.	9 30
1½-lb.	16¾

RIVETS AND BURRS
Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE
British Manila or African Hemp—9-16 in., ¼ in. and 5-16 in., 30¾c; ⅜ in., 30¼c; 7-16 in., ½ and 9-16 in., 29¾c; ⅝ in., 29¼c; ¾ in. and larger, 28¾c.
Pure Manila—¼ in. and 5-16 in., 38¾c; ⅜ in., 38¼c; 7-16 in. & ½ in., 37¾c; ⅝ in., 37¼c; ¾ in. and larger, 36¾c.
Sisal—¼ & 5-16 in., 26¼c; ⅜ in., 25¾c; 7-16 in., ½ in. & 9-16 in., 25¼c; ⅝ in., 24¾c; ¾ in. and larger, 24¼c.
Lath yarn, 24¼c.
Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.
Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET
See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, round head, $6.25 flat, Fort William, $7.60 Winnipeg; galvanized staples, $6.90 Fort William, ... Winnipeg.

STEEL
Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE
See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 78
Cotton, 3-ply, balls	0 80
Cotton, 4-ply, cones	0 84
Cotton, 4-ply, balls	0 88

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial, Pearl, list plus 2½% advance.
Premier, Canada, Diamond, plus 40%
Whitewear, 22½% off.
Japanned Ware, list, plus 45%
Japanned Ware, white, list plus 57½%
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 20-10-2½% discount.
Stamped Ware, retinned, 15-5-5%
Pieced Tinware, ordinary, list plus 90%
Pieced Tinware, copper bottoms, list plus 105%
Sheetiron Ware, list plus 72½%.
Light Galvanized Pails, plus 72½%
Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 50	$23 00
¼ in.	19 80	20 30
5/16 in.	18 60	19 10
⅜ in.	17 25	17 75
7/16 in.	16 20	16 70
½ in.	15 60	16 10
9/16 in.	15 45	15 95
⅝ in.	15 30	15 80
¾ in.	15 15	15 65
⅞ in.	15 00	15 50
1 in.	15 00	15 50
1⅛ in.	15 00	15 50
1¼ in.	15 30	15 80
1⅜ in.	15 30	15 80

WASTE
Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs
Sectional	$7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB
Lyman, 4-point, $6.35 Winnipeg; Glidden Cattle, 2-pt., $6.15 Winnipeg; Baker, 2-pt., $6.05 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.
Patented screen in 100-ft. rolls $3.56 per 100 sq. ft.; in 50-foot rolls, $3.50 per 100 sq. ft.

WIRE — PLAIN
Bale ties, 14-gauge, single loop, $8.65 Winnipeg, $8.00 Fort William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $7.60; No. 10, $7.66; No. 12, $7.80; No. 14, $8.00; No. 15, $8.10; No. 16, $8.30 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

	Trimo Each	Stillson Each
6 inch	....	1 60
8 inch	....	1 80
10 inch	1 81	2 00
14 inch	2 50	2 80
18 inch	3 63	4 00
24 inch	5 25	5 80
36 inch	....	10 80

Always Ready	Black (Dozen)	N. P (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES

	Doz
Universal	$49 50
New Eze	82 50
Regent	75 00

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines
Harness Oil Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

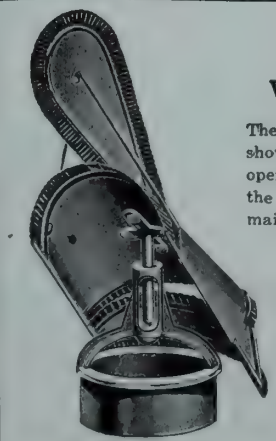
PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.

The Advertiser would like to know where you saw his advertisement---tell him.



O-Rib-O

Volcano Chimney Top

The Deflector — the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys, and closes sales with a bang. Homes, stores, churches, factories are all your prospects.

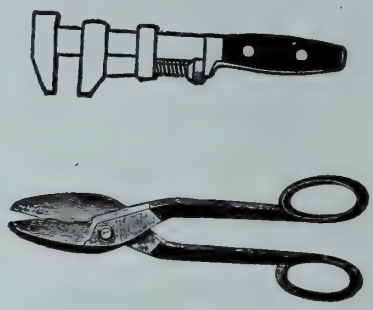
Order to-day.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

366



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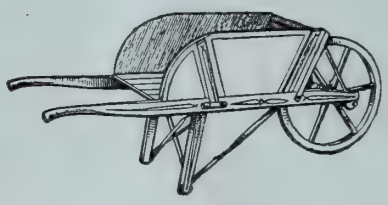

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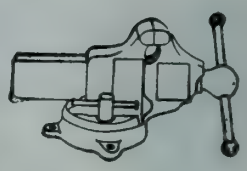


THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

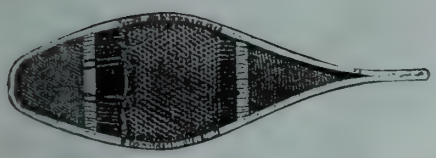
The Largest Wholesale Hardware Dealers in Canada

Fall and Winter

Sporting Goods

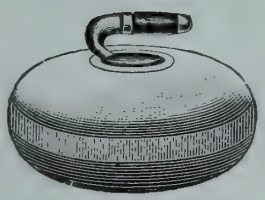
That Sell

Our Stock is Complete



No. 142—Ladies' Club, tufted, curved toe, size 11 x 36 in.
No. 144—Men's Club, tufted toe, size 12 x 42 in.
No. 146—Men's Extra Club, tufted, curved toe, size 12 x 48 in.

Men's Professional Hockey French kip, tan facing, back strap and top hand, spring heel.



Blue Hone—Complete with ebony handles, brass finish.
Red Hone — Complete with ebony handles, brass finish.

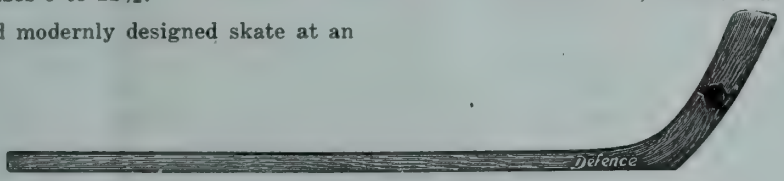
Write To-day For Our Illustrated

Fall and Winter Sporting Goods Catalogue

Garry, a very popular design, cold rolled steel tops and solid steel runners, excellently designed, Nickel Plated, on copper, sizes 9 to 11½.

The Garry is a solid modernly designed skate at an economical price.

Genuine Acme Club, specially curved runners. Good for fancy skating or rink use.
No. 100—Solid steel, unplated, sizes 7 to 12.
No. 101—Solid steel, Nickel Plated, sizes 7½ to 12.



Hockey Sticks—A complete stock of many well-known and popular lines.

Our Fall and Winter Sporting Goods Catalogue contains many reliable lines for Winter trade. All sporting accessories shown there are dependable, and assure the dealer many satisfied customers. Write to-day.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

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The Penberthy Injector Co., Ltd., Windsor, Ont.

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Canada Metal Co., Toronto.
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The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Hurtubise Limited, Montreal, Que.
Landers, Frary & Clarke, New Britain, Conn.
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W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

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Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
Wm. J. Brown, Montreal, Que.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Samuels & Co., J., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

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D. Ackland & Son, Limited, Winnipeg, Man.
The Beckley-Ralston Chemical Co., Ltd., Montreal.
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Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
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Samuel Trees & Co., Ltd., Toronto.
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Ames, Holden McCready, Limited, Montreal.
Auto Specialties Co., Fort Erie, Ont.
Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
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Wood Vallance Ltd., Winnipeg, Man.

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Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Millers Falls Company, Millers Falls, Mass.

Auto Locks
National Hardware Co., The, Orillia, Ont.

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Kales Stamping Co., Ltd., Walkerville, Ont.

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Automobile Parts
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Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

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J. J. Turner & Co., Peterboro, Ont.

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Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

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Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

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E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

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Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

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Canadian National Carbon Co., Ltd., Toronto.

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Canada Metal Co., Toronto.

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The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

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Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

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Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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Brads, Wire
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Renaud Motor Supply Co., Ltd., The, Montreal.

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Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.

Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
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Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

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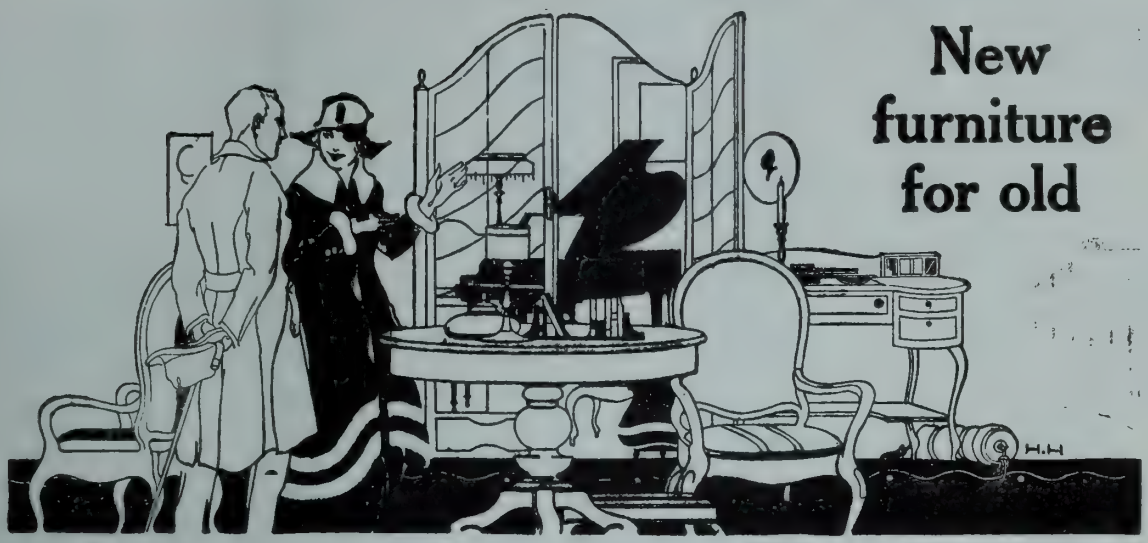

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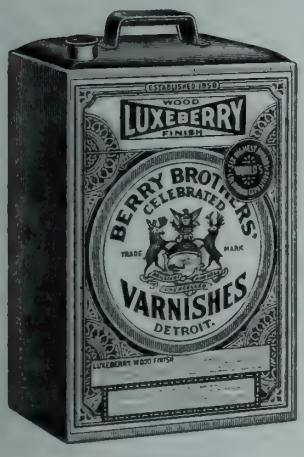

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Western Wholesale Distributors

"Only Goods of Recognized Merit"

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WINNIPEG and REGINA

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Black Sheets
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Box Strapping
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Bits, Auger
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Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

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Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
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Canadian Veneering Co., Montreal, Que.

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Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
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Millers Falls Company, Millers Falls, Mass.
Vaughan & Bushnell, Chicago, Ill.

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Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

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Landers, Frary & Clark, New Britain, Conn.

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Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

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The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

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Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

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Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Meakins and Sons, Limited, Hamilton, Ont.
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Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Business Machines
The International Business Machines, Ltd., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd. Windsor, Ont

Cement
The Barrett Co., Ltd.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont
Northern Electric Co., Ltd., Montreal.

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J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
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Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

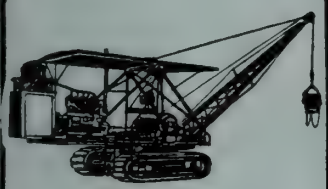
Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

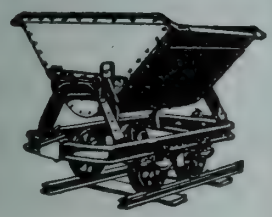
Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

G R

MINISTRY OF MUNITIONS





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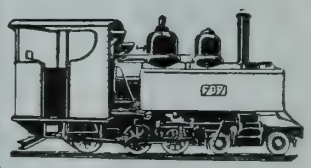
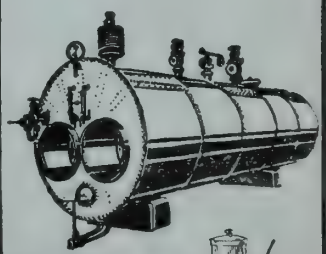
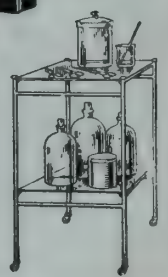
Aircraft
Furniture
Textiles and Clothing
Boots and Leather Equipment
Motor Boats, etc., etc.







Buyers should instruct their representatives in the United Kingdom to communicate with the Secretary, Disposal Board, Ministry of Munitions, Caxton House, Tothill Street, London, S.W.1.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Disinfectants
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd. Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, On.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fence Posts, steel
Burlington Products Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

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Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
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Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

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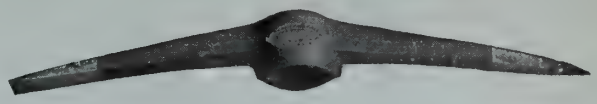

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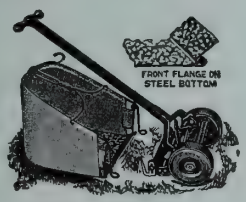

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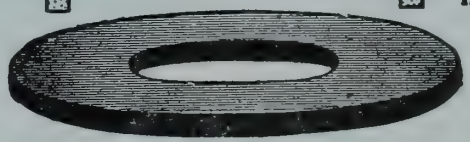

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Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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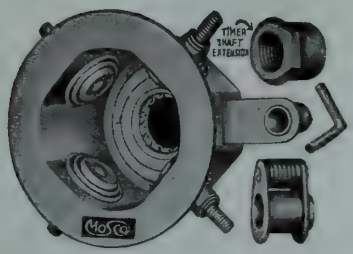

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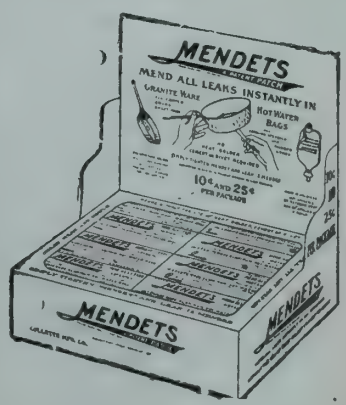

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Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
F. W. Lamplough & Co., Montreal.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Dorken Bros. & Co., Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
The B. Greening Wire Co., Ltd., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skreene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

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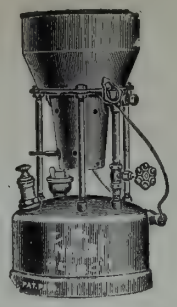

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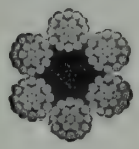

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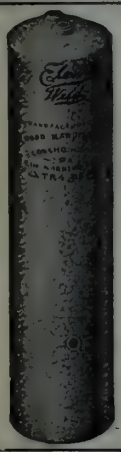

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Air Tanks
Pneumatic Tanks

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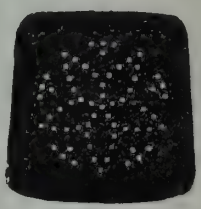

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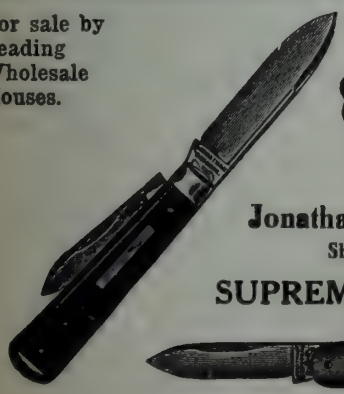
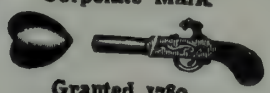
Canadian Veneering Co., Inc.
Acton Vale, Quebec

Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal.

For sale by Leading Wholesale Houses.



Corporate Mark



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THE BUYERS' GUIDE

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The Kasement Skreme Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shellac
Stewart & Wood, Ltd., Toronto.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sickles
The Burrowes Mfg. Co., Toronto, Ont.

Sifters, Ash
Wiebusch & Hilger, Ltd., New York, N.Y.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

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Canada Cycle & Motor Co., Ltd., Weston, Ont.

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Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

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The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

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J. H. Williams & Co., Brooklyn, N.Y.

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Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

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Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

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Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

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Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.

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Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

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Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

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National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
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Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

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Dennis Wire & Iron Works, London, Ont.

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Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Steel, Merchant Bars
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Thos. Davidson Mfg. Co., Ltd., Montreal.
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Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

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National Electric Heating Co., Ltd., Toronto, Ont.
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The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

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Wells Bros. Co. of Canada, Galt, Ont.

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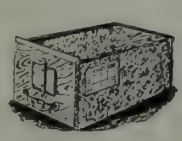

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The Canadian Supply Co., Ltd., Saskatoon, Sask.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
Rice Lewis & Sons, Ltd., Toronto.
Whittes Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

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Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Co., Ltd., Hamilton.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
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Alex. McArthur & Co., Montreal, Que.
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Bemis & Call Hardware & Tool Co., Springfield, Mass.
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Caverhill, Learmont & Co., Montreal.
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Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
The Hoyt Metal Co., Toronto.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED — EXPERIENCED HARDWARE clerk of good appearance, single, with good education, to spend two months at Toronto and then go to Winnipeg branch of company. Give all details in letter to Box 31, Hardware and Metal.

WANTED — HARDWARE TRAVELLER TO push handy side-line. Address Box 440, Hardware and Metal.

WANTED IMMEDIATELY — FIRST-CLASS hardware man for head clerk in retail store. State age, experience and salary. Box 63, Hardware and Metal.

SITUATIONS WANTED

PRACTICAL HARDWARE MAN WANTS TO purchase partnership in established business, B.C. or Alberta, ten to fifteen thousand dollars to invest.

Married man, good references, wants position as manager of retail hardware store, B.C. or Alberta. Apply Box 125, Hardware and Metal.

ALUMINUM WARE SALESMAN, EIGHT years' experience British Columbia, familiar all makes, desires position on road with live, up-to-date manufacturer or jobber; go anywhere. Box 20, Hardware and Metal.

HARDWARE and METAL'S unique circulation as proven by the A B C Audit is due to 32 years of honest effort to give the retail trade the best possible service.

FOR SALE

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

GOOD CLEAN HARDWARE BUSINESS AND store property for sale; central Alberta. No crop failures. Seven thousand will handle. Write Box 404, Hardware and Metal.

THE FOLLOWING COKE TIN PLATES IN stock at Toronto warehouse for immediate delivery: 254 packages, 112 sheets, 100 lbs. basis, sizes 15 x 30, 18¼ x 26¼, 18¾ x 28, 25 x 28, 22 x 26, and 19 x 28. Primes and Wasters. Box 341, Hardware and Metal.

FOR SALE—WIRE NAILS, 200 KEGS BLUED wire box nails, sizes 2¼", 2¾", 3". Price, $5.50 base, f.o.b. Montreal. Charles P. Archibald & Co., 285 Beaver Hall Hill, Montreal.

FOR SALE—IMMEDIATE SHIPMENT, 100 NO. 21 Tropic Furnaces, 50 No. 19 Tropic Furnaces. Orders filled in priority. Canada Foundries & Forgings Ltd., Brockville, Ont.

HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

OPPORTUNITIES ARE BEING OFFERED EVERY WEEK ON THIS PAGE. ARE YOU MAKING USE OF THEM

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK

F.S. BURCH

Retail Prices		
	Single Spiral Colored Bands	$1.00 for 100
	Ribbon Bands Colored	$1.65 for 100
	Challenge Adjustable Bands	.90 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

RIDEAU SPECIALTY CO.
MANUFACTURERS, SMITHS FALLS, ONT.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

PLEASE MENTION THIS PAPER.

WHEN WRITING TO ADVERTISERS

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller — Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES MARTIN WILCKES CO
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Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from

MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit. Patented by Mr. Russell Jennings in 1855

RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

Sash Weights Wall Washers

All Kinds of

Plain Duplicate Gray Iron Castings

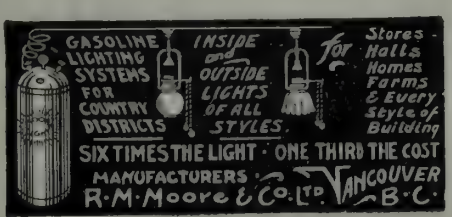
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.



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K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes. etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

ASBESTOS FURNACE CEMENT

made right at the door of supply. Quality the best, and prices right.

N. B. Prichard's Paint Works, Sherbrooke, Que.

CLIMAX PAPER BALERS

ALL STEEL — FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.
Hamilton, Ont.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

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Tape *Electric* Splice

insist on these Brands

Northern SPECIAL

VICTOR NOR-EL-CO

Northern Electric Company
LIMITED

INDEX TO ADVERTISERS

Acme Waste Mfg. Co., Ltd. 97
Ashdown Hardware Co., J. H. 83

Barnett Co., G. & H. 77
Beatty Bros., Ltd. 73
Berry Bros. 63
Bowser, S. T., & Co. 65
Brett Co., The 81
Brown, Wm. J. 97
British Smelting & Refining 23
Burgess-Norton Mfg. Co. 19
Butterfield & Co., Ltd. 14
Butler, Geo. & Co. 101

Cameron & Co. 99
Canada Decalcomania Co., Ltd. ... 103
Canada Metal Co. 69-77
Canada Steel Goods Co., The 3
Canada Wire & Iron Goods Co. .. 97
Canadian Die Casting Co. 103
Can. Foundries & Forgings Co., Ltd. 17
Can. General Electric Co. 12-13
Canadian Tube & Iron Co. 95
Canadian John Wood Mfg. Co. 97
Canadian Veneering Co. 97
Chicago Spring Butt Co. 71
Canadian Yale & Towne Co. 23
Channell Chemical Co. Inside front cover
Clayton & Lambert 97
Climax Baler Co. 103
Coghlin Co., Ltd., B. J. 99
Connor, J. H. & Sons, Ltd. 12
Consumers' Cordage Co. 32
Collette Manufacturing Co. 95
Crane Limited 97
Crescent Co., The 71
Crookes & Son, Jon. 97
Crouse, Hinds Co. 9

Davidson Mfg. Co., Ltd., The 24
Diamond Saw & Stamping Works.. 103
Dougall Varnish Co., Ltd. 67
Dominion Metal Co. 103
Dominion Sheet Metal Corporation.. 75
Doon Twines, Ltd. 113
Durham Duplex Razor Co. . Front cover

Eddy Co., E. B. 15

Flint Varnish Co. 32

Good Motor Co. 11
Gendron Mfg. Co. 28
Glidden Co., The 61
Graham Nail Works 95
Giles, Fred, & Sons, Ltd. 71
Greb Co., The 103
Guelph Spring & Axle Co. 103
Gutta Percha & Rubber Co. 5

Hamilton Stamp & Stencil Works, Ltd. 103
Hamilton Stove & Heater Co. 6
Hamilton Tar & Ammonia Co. 89
Howland, Sons & Co., H. S. 1
Harvey Hubbell Co. 8
Hutton & Co., James 91

Imperial Bit & Snap Co. 101
Ingersoll File Co. 18

Jamieson & Co., R. C. .... Front cover
Jardine & Co., A. R. 31
Jennings Mfg. Co., Russell 103

Kinzinger, Bruce & Co., Ltd. 103
Kribs, Wm. A., & Co. 95

Laidlaw Bale & Tie Co., F. W. ... 28
Lamplough & Co., F. W. 28
Landers, Frary & Clark 2
Leslie & Co., Ltd., A. C. 34
London Bolt & Hinge Co. 91
London Rolling Mill Co. 31
Lufkin Rule Co. of Canada, Ltd. . 104

McArthur & Co., Alex. 89
McDougall Co., R. 31
Manitoba Steel & Iron Co. 81
Manning, Hinton & Brissenden 103
Martin Co., The L. 89
Mayhew Steel Co., Ltd. 23
Megantic Broom Co. 30
Mica Co. of Canada, Ltd. 103
Ministry of Munitions 87
Millers Falls Co. 20-21
Moore & Co., R. M. 103
Moore & Co., Ltd., Benjamin 59
Montreal Rolling Mill Co. 26
Motor Specialties Co. 95
Morrison Brass Co., James 27
Myers & Bro., F. E. 31

Nagle & Co., H. 30
Nicholson File Co. 25
North Bros. Mfg. Co. 26
Niagara Falls Metal Stamping Co.... 30
Northern Bolt, Screw & Wire Co. Ltd. 30
Northern Electric Co., Ltd. 16-103
Nova Scotia Steel & Coal Co. 31

Oakey & Sons, John 91
Oneida Community, Ltd.....Back cover
O-Rib-O Mfg. Co. 81
Ottawa Paint Works, Ltd. ..... Inside back cover
Owen Sound Wire Fence Co. 103

Parmenter, Bulloch & Co. 89
Pink Co., Thos. 28
Prairie City Oil Co. 81
Progressive Mfg. Co. 99

Ramsay & Son, A. 65
Reed & Co., Geo. W. 101
Renaud Motor Supply Co. 69
Rideau Specialty Co. 103
Russell Jennings Mfg. Co. 103

Shurly Co., T. F. 29
Sharratt & Newth, Ltd. 29
Specialty Mfg. Co. 91
Starrett Co., L. S. 16
Stephens & Co., G. F. 79
Stauffer, Dobbie 4
Stevens-Hepner Co., Ltd. 22
Steel Trough & Machine Co. 89
Still Mfg. Co., J. H. 29
Sturgeons, Limited 78

Taylor-Forbes Co., Ltd. 27
Thompson & Co., B. & S. H. 22
Toronto Plate Glass Importing Co... 77
Tower Can. Co., Ltd. 25
Trees & Co., Samuel 24
Trimont Mfg. Co. 29
Turner & Sons, J. J. 91

Union Transit Co. 93
Union Iron & Metal Co. 25
United States Sand Paper Co..... 93

Vol-Peek Mfg. Co. 30

Want Ad. Page 102
Warren Tool & Forge Co. 91
Western Wire & Nail Co. 91
Wakyte Mfg. Co., Ltd. 71
Wilckes-Martin-Wilckes Co. 103
Wilkinson & Kompass 91
Williams & Co., J. H. 34
Wilt Twist Drill Co. of Canada, Ltd. 7
Wood, Vallance, Ltd. 85
Woods & Co., Walter 93
Wrought Washer Mfg. Co. 93

LUFKIN — ACCURACY

Instantly Associated,
In the minds of those who measure,
Everywhere.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TAPES *and* RULES

Trade Mark Registered

"Paints and Varnishes for Every Purpose"

Sell Inside Paint

When the leaves begin to fall it's high time to turn attention to your inside paint sales. Your customers have already turned theirs, for they have had inside painting hammered in by all their favorite papers. The Canadian housewife has mentally listed the inside painting jobs—to enamel the kitchen cabinet; do the floors; stain some pantry shelves and renovate various old chairs, tables and other furniture. Dad will be down cellar in his spare time "doing" porch furniture, the baby carriage, lawn mower, and many other things.

Have you all the O.P.W. products for inside painting, staining, varnishing and enamelling, also gold, aluminum and metal paints?

O.P.W. covers and spreads
Because it's produced
By experienced heads.
It's well made, too,
By a skilled labor crew,
Who make it give service
—lasting and true!

"Save the surface and you save all" *Paint & Varnish*

O.P.W. is a Good Proposition—Let Us Show You

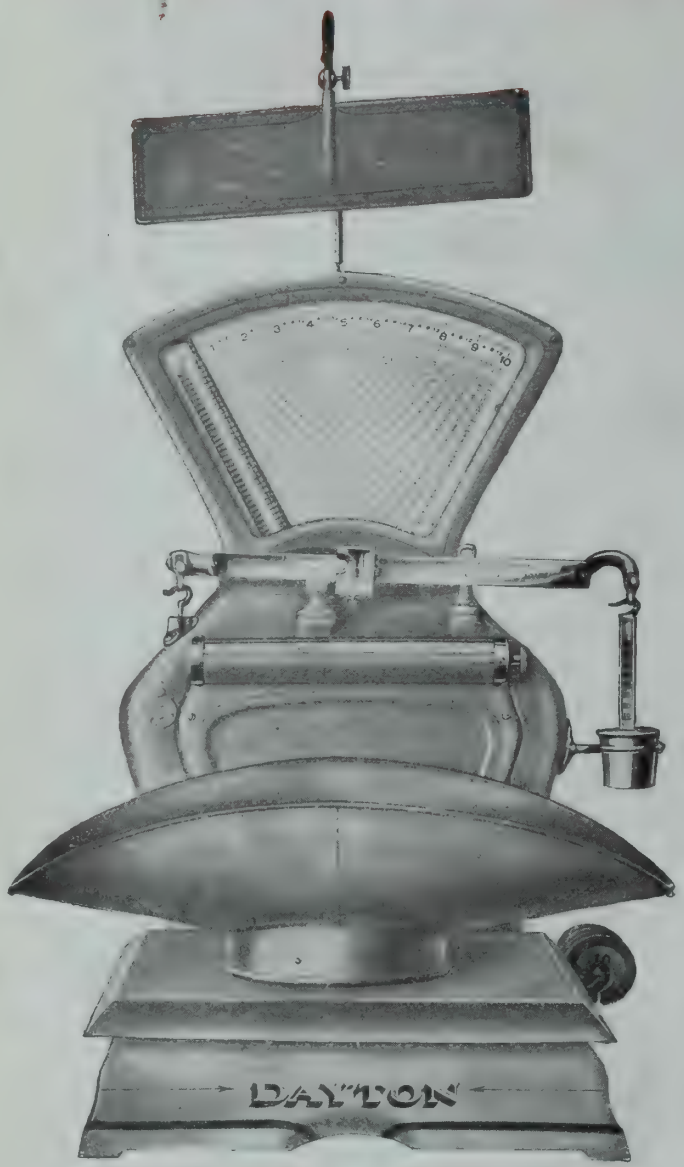
Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

The Profit at the Bottom of Your Nail Keg—



That's where the profit lies—in the last pounds and in the last ounces. Any old-time Scale can give nails away—and leave you nothing at the bottom of the keg.

An International Dayton

Hardware Scale

Guards Your Profits

Ten two-inch nails make an ounce—nothing is easier, if you use out-of-date equipment, than to give away one ounce in each weighing. At this rate on a keg of nails, with fifty weighings, your loss is 3 lbs., 2 oz.

IT WILL HELP YOU TO TAKE STOCK

The International Dayton is the best Hardware Scale on the market with a special Counting Scoop attachment. The Counting Scoop is invaluable at Stock-taking time. Let us explain to you how it automatically counts Nails, Screw Bolts, etc.

International Business Machines products hereafter will be known under the following names: International Dayton Scales, International Meat Slicer, International Cheese Cutter and International Electric Tabulator.

International Business Machines Co., Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300-350 Campbell Avenue, Toronto

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OTTAWA 190 Queen St.	TORONTO 409½ Yonge St.	HAMILTON 228 King St. E.	LONDON 189 Richmond St.
WALKERVILLE 74 Lincoln Rd.	WINNIPEG 227 McDermott Ave.	SASKATOON 254 Third Ave. S.	VANCOUVER 110 Water St.

Also manufacturers of International Time Recorders and International Electric Tabulators.

EXPORT NUMBER
PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

FILE COPY

Vol. XXXII. No. 44 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA OCTOBER 30, 1920

CP
CANADA PAINT
AND VARNISH

OL' BILL Says—

"'Stra ordinary 'ow that Canada Paint sign keeps the paint buyin' folks a-comin'!"

The Paint of Merit

Old Bill is right. The Canada Paint sign outside the dealer's store does keep the "paint buyin' folks a-comin' "—and the reason is obvious.

The paint users of Canada know from past experience how good Canada Paint is. They are constantly reminded of its merits through C. P. consumer advertising, so that the buying impulse is created in every community and the C. P. outside store sign connects the dealer with the local demand.

What the Canada Paint Agency Proposition is doing for other Hardwaremen it will do for you. Why not investigate its possibilities? A copy of our free booklet describing this agency plan in detail will be mailed you on request.

THE CANADA PAINT CO.
LIMITED
Makers of the famous "Elephant" Brand Genuine White Lead
MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

TWO TO ONE

There was a time, not long ago, when one of anything was considered sufficient. Dealers never gave thought to selling more than one of an article at one time to a customer.

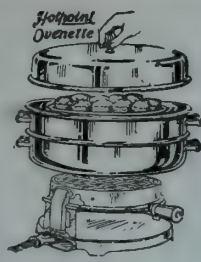
Nowadays two or more of anything or everything, from a spare tire to a dozen cakes of soap, has been found to be good business both from the dealer's and the customer's viewpoint.

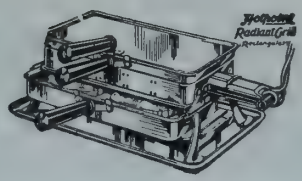
This good sense and efficiency has spread to the kitchen and most housewives realize the advantage of keeping an extra bottle of *O-Cedar Polish* on the shelf. It saves a housewife the annoyance of finding herself out of O-Cedar Polish in the midst of her work, and having to lose time sending for more.

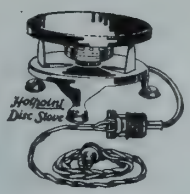
Suggest two bottles to a customer — or two cans. They will appreciate your advice. You'll appreciate the extra profit.

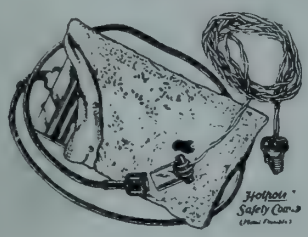
CHANNELL CHEMICAL CO.
LIMITED
TORONTO

HARDWARE AND METAL, October 30, 1920. Volume XXXII., No. 44. Published every Saturday at Toronto. Yearly subscription price, $4.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.









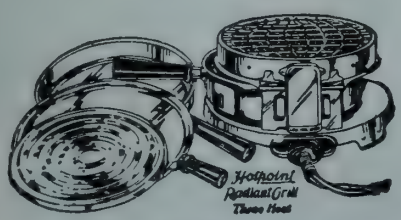
There'll be sane Christmas-giving this year

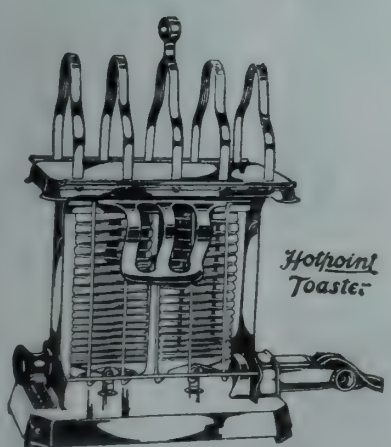
The day of reckless buying is fast drawing to a close and with it will go the extravagant, senseless buying which has been so marked during the past few years.

This change naturally means the diverting of buying from one class of store to another. It means that the hardware trade will come into their own.

Prepare to meet the Christmas buying demand for sane Christmas gifts, such as **Pyrex Ovenware, Electrical Appliances of all kinds, and labor-saving household devices, such as Vacuum Cleaners, Washing Machines, O-Cedar and Liquid Veneer Mops, etc., etc.**

Now is the time to start Christmas buying interest by displaying suitable lines.





Let us brighten up your Christmas stock.

Rice Lewis & Son, Limited

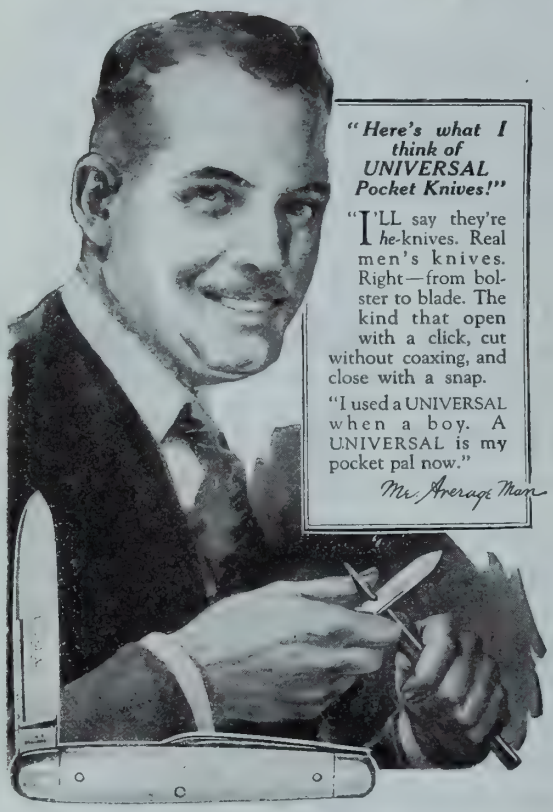
VICTORIA ST., TORONTO

"Ask the 'Rice Lewis' Man"

If interested tear out this page and place with letters to be answered.

The Trade Mark known in Every Home

UNIVERSAL
POCKET CUTLERY



UNIVERSAL
Pocket Knife.
No. 73185

Always On Edge To Please Trade

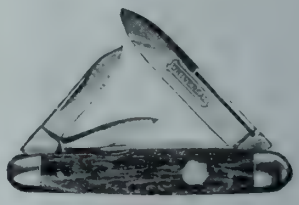
UNIVERSAL Knives are sturdily built, properly balanced---edged to the sharpness that stays sharp. They cut straight and true into the good graces of buyers. That's why sales make friends---friends make sales.

EVERYBODY knows that high-grade cutlery cannot be made from low-grade materials any more than nightingales can be hatched from goose eggs. The quality grade of "Universal" Cutlery is always ascending and at a sharp angle. The pinnacle of perfection is always the goal.

There is nothing in handling cutlery that is too dull to cut anything except its price in order to make sales. When the tide of selling recedes the flotsam and jetsam of low-grade goods is always left over. Sell "Universal" Cutlery and none will be left over. It isn't that kind.

UNIVERSAL
Boy Scout Knife.
No. 03662.

UNIVERSAL
Pocket Knife.
No. 7325.



UNIVERSAL
Pocket Knife.
No. 03185.

Canadian Representative:

Montreal **A. MACFARLANE & CO., LIMITED** Quebec

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

If interested tear out this page and place with letters to be answered.

Hatch Garage Door Outfits

Canada Will Possess a Total of 500,000 Autos in 1920: Every Automobile Must Be Housed

Records show that the number of automobiles in Canada has doubled about every two years. There is every indication that this will continue for some years. Your market for Garage Hardware is assured. Hatch Garage Door Outfits are sensible, practical and made with exacting care. They are exceptionally easy to apply and full directions are packed with each set. Slamming and sagging of the doors is impossible and snow and ice cannot interfere with their working easily and reliably.

The Hatch set is easy to sell and profitable.

The Set Includes:

3—*Special Swivel Door Rollers*, 22 *Feet of Track*, 3—*Paris Special Garage Door Hinges*, 3—*Stay Rollers (Floor Guides)*, 2—*Extra Heavy Garage Door Handles*, 1—*Safety Hasp (For Fastening Doors Outside)*, 1—*Hook and Eye (For Hooking Back Swinging Section Inside)*.

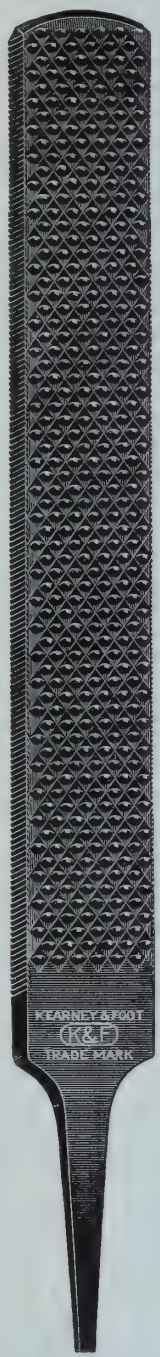
The track comes in separate bundles—2 eight-foot and 1 six-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

Canada Steel Goods Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.

Horse-Rasps



are another excellent example of the completeness of the lines of goods we carry in our stock. We show here four of the best and most reliable makes of horse-rasps in the market. Our stock includes all of these four in both plain and tanged and in a large range of lengths. We have everything in that line you are likely to be asked for.

The completeness and the good selections of sizes and makers are characteristics of our stock. We choose the goods we will sell solely on their merits, and it will pay you to handle the goods we advertise. You can rely on their quality, which is backed up by the makers' names as well as by our own. You can make a good profit on them, too, because we sell right.

Order from us whenever you want hardware.

CAVERHILL, LEARMONT & CO.
MONTREAL

If interested tear out this page and place with letters to be answered.

Plymouth Rope

Native Filipino Stripping and Cleaning Manila Fiber

WHEN the Manila hemp plant reaches maturity the native Filipino cuts the stalk which is some 15 feet long and a foot or more in diameter, being composed of separate leaf stems growing compactly together in overlapping layers. The fiber, from eight to twelve feet in length, is contained in the outer bark of these leaf stems, which after being stripped are drawn under a knife hinged to a block of wood as shown in the picture, the edge of the knife being kept down on the block by a treadle, and released by a lever consisting of a bamboo pole. This cleaning operation which separates the fiber from its surrounding pulp is very crude and slow, resulting in limited production, more especially of the superior grades, for the better grades of hemp are really the result of care and labor both in the cultivation of the plant and in the processes of gathering the stalks and preparation of the fiber which quickly deteriorates under certain conditions.

Of the relatively small percentage of really first-class fiber thus produced, the Plymouth Cordage Company is always alert to secure suitable material to maintain its long-established standard of quality, and the buyer of Plymouth Manila Rope is assured of greater satisfaction in using the better article.

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

If interested tear out this page and place with letters to be answered.

3,000 Dwellings Built in Canada Under State Housing Schemes

More Homes Have Been Erected Under Canadian Plan Than Under That in Operation in Great Britain

Special to the "Mail and Empire," from Staff Reporter.

Ottawa, Sept. 14.—More than three thousand dwellings have been erected in Canada this year under the Dominion and Provincial housing schemes. This total will be increased by the end of the year by the continuance of building in sections of the country where climatic conditions permit. More homes have been built under the Canadian housing scheme, it is said, than under that in operation in Great Britain. The Canadian Parliament, it will be recalled, appropriated $25,000,000 for housing. This money was to be loaned to the provinces at 5 per cent. per annum. Provincial Legislature voted sums to supplement those borrowed from the Dominion and made provision for loans to persons desiring to build dwelling houses. Nearly all of the Dominion appropriation has been taken up. In Ontario the sum appropriated for housing, Federal and Provincial, totalled about eleven million dollars. In New Brunswick about 50 houses have been built under the Federal scheme. In Quebec homes have been erected and garden suburbs have been laid out. In the Western Provinces hundreds of homes have been built, mostly for returned soldiers.

The people were not so quick to take advantage of the housing scheme as they had been expected to be. They did not understand the plan fully and were faced early in the year by a shortage of material and labor. Much has been accomplished, however, and much has been learned which will enable the Provincial Legislatures to amend their housing legislation and make it more acceptable in various localities.

Indications are that building operations will be more extensive in 1921 than they have been in 1920.

Are You Getting Any Of This Business?

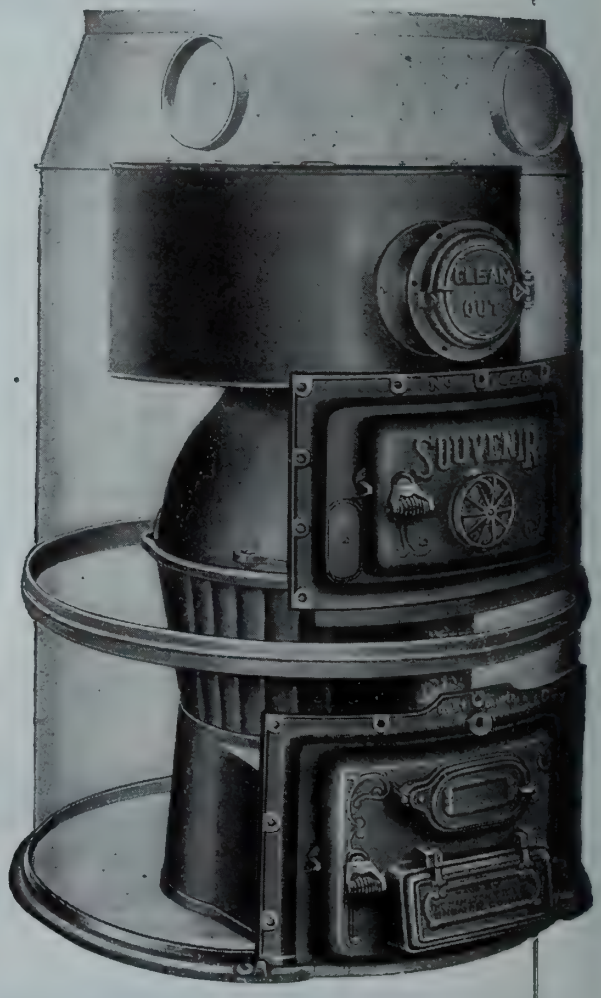
You Should.

MANY OF THESE HOMES HAVE BEEN EQUIPPED WITH A

"SOUVENIR" WARM AIR FURNACE

The small sizes of this furnace make it very suitable for workingmen's homes and for farm homes which usually have low cellars.

Write us at once for exclusive agency in your town—big profits assured.



The Hamilton Stove & Heater Co., Ltd.

Successors to

Gurney, Tilden & Company, Limited

HAMILTON, ONTARIO

Vancouver Winnipeg Montreal

Seventy-five years of successful manufacturing

Western Representatives:

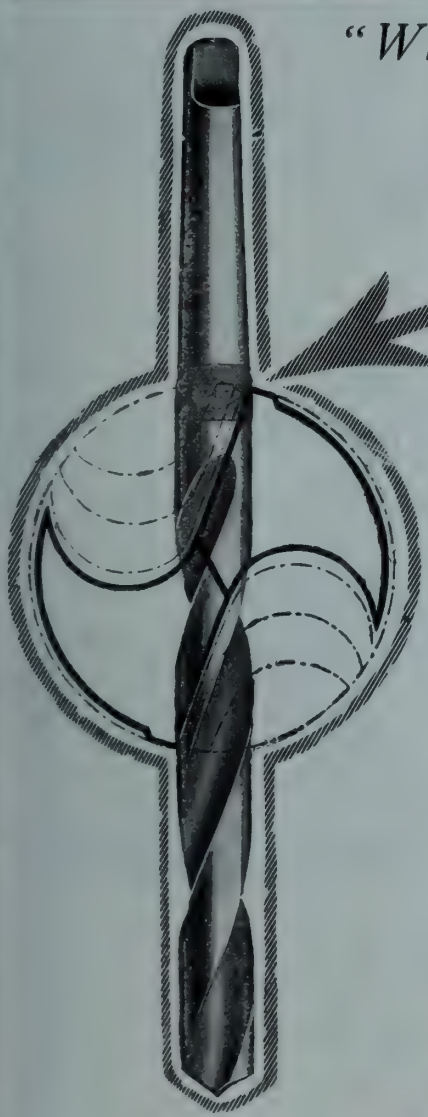
F. C. Moore, 134½ Higgins Ave., Winnipeg

W. C. Chester, Hamilton St., Vancouver

If interested tear out this page and place with letters to be answered.

WILT

"Where there's a WILT—there's the way"



High Speed and Carbon Twist Drills, Reamers and Milling Cutters

WISE DEALERS STOCK WILT TOOLS because they are made from the best of raw materials, chosen and inspected only after a most thorough investigation and test, scientifically inspected before being used, manufactured by the most skilful workmen in a factory equipped with all the latest and best mechanical devices, and because of the constantly increasing demand for WILT Products which has been brought about by the manufacture of quality tools. Every one of which is the embodiment of **Accuracy, Precision, Uniformity and Endurance.**

Ask us about the **Special Reamers** we are making for **Ford repair work.**

WILT TWIST DRILL CO.
OF CANADA, LIMITED
WALKERVILLE, ONTARIO

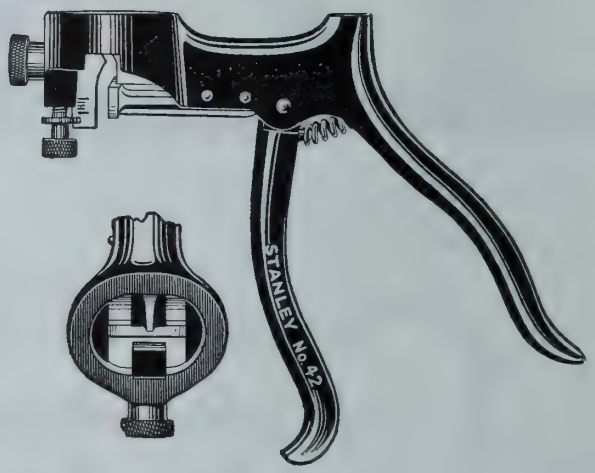
Trade WILT Mark

Ask your dealer or write direct for our Catalogue "C."

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS

If interested tear out this page and place with letters to be answered.

Stanley Tools



STANLEY "PISTOL GRIP" ADJUSTABLE SAW SET No. 42

This Saw Set embodies several unique and important features not heretofore seen in tools of this description.

The shape of the Body and Handle enables the user to operate the tool with great ease and with the least possible exertion, and the saw is held firmly against the gauge while the tool is being set.

It can be readily adjusted by means of the knurled thumb screw to give a greater or less set to the teeth of the saw, according as the saw is to be used for coarse or fine work. As the anvil or part against which the plunger works is graduated, the same adjustment can be easily obtained for duplicate work.

The tool is so designed that the saw teeth are in plain view, which enables the user to quickly adjust the tool to the tooth to be set.

The plunger and anvil are made of tool steel—hardened and tempered. All parts are carefully **machined** and are **interchangeable.**

The tool is given a fine black finish.

SEND FOR SPECIAL CIRCULAR

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives:

A. MACFARLANE & CO., Limited, Montreal, P.Q.

If interested tear out this page and place with letters to be answered.

TACKS

TACKS FOR EVERYBODY

AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS
CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

Heads that will not break off
And Points that meet the demand

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON **MONTREAL**

If interested tear out this page and place with letters to be answered.

150% Increase in Sales

Galt Plain and Couch Hammocks

There are many indications for large sales of Galt Hammocks next spring, of which an increase of 150% in sales last season is one. This well-liked line of exclusive and handsomely designed Hammocks creates an atmosphere of summer luxury wherever they are displayed. The Plain Hammocks are all new designs, and the color schemes are better than ever. Our travellers will call on you with samples of these new designs and materials, and we would advise you to order early and be fully prepared for spring business.

We deal direct with you.

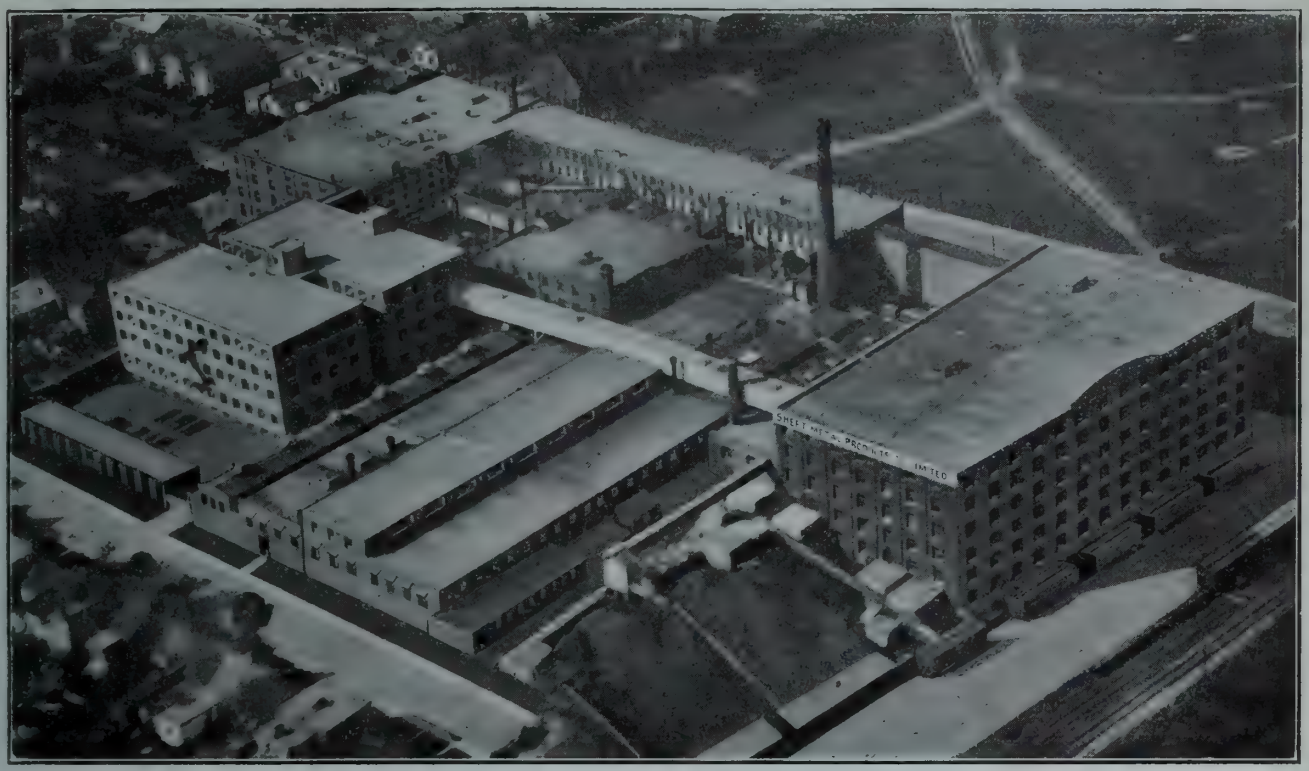
Stauffer-Dobbie, Limited

Successors to

Galt Robe Company

Galt, Ontario

If interested tear out this page and place with letters to be answered.



Aeroplane Photograph of the Home of Beacon Lanterns, Hot Blast Oil Stoves and Heaters

THE above photograph was taken by an aeroplane flying at a height of about 300 feet. This view gives you an excellent idea of the extensiveness of our plant, where Beacon Lanterns, Hot Blast Oil Stoves and Hot Blast Heaters are made.

We can now fill your orders for any of these well-known lines. Furthermore, we will ship promptly on receipt of your order.

Write for full information regarding the export of these lines.

SHIPMENTS MADE PROMPTLY.

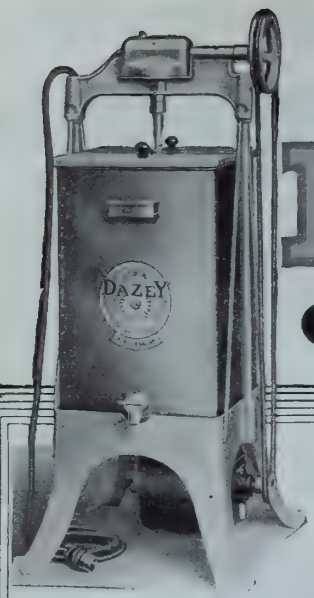
THE SHEET METAL PRODUCTS CO.
OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG
VANCOUVER

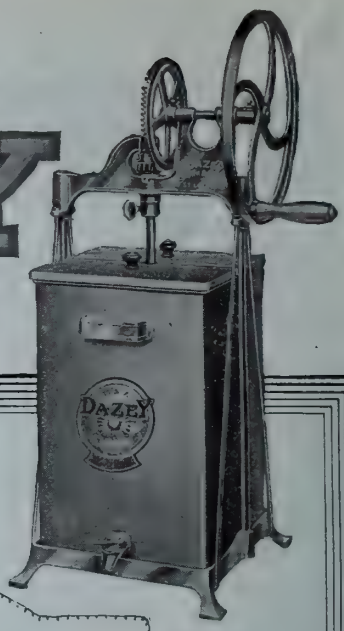
Cable Address: "Metalsdon," Toronto

CODES: A.B.C. 5th AND 6th EDITIONS

If interested tear out this page and place with letters to be answered.



DAZEY CHURNS



—*Universal Preference* shown for the Dazey System of making better butter has resulted in an ever-increasing demand for Dazey Churns.

DISTRIBUTORS:

J. H. Ashdown Hdwe. Co., Ltd., Calgary.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon
J. H. Ashdown Hdwe. Co., Ltd., Winnipeg.
Frothingham & Workman, Ltd., Montreal.
D. H. Howden & Co., Ltd., London.
H. S. Howland, Sons & Co., Ltd., Toronto.
Kennedy Hdwe. Co., Ltd., Toronto.
Lynch, Parker & Plews, Regina.
Lewis Bros., Ltd., Montreal.
Marshall-Wells Alberta Co., Ltd., Edmonton
Marshall-Wells Co., Ltd., Winnipeg
Merchants Hdwe. Specialties, Ltd., Calgary
Merrick, Anderson Co., Ltd., Winnipeg
Miller-Morse Hdwe. Co., Ltd., Winnipeg
McLennan, McFeely & Co., Ltd., Vancouver
A. Prud'Homme & Fils, Ltd., Montreal.
Revillon Wholesale, Ltd., Edmonton.
Wood, Alexander & James, Hamilton
Wood, Vallance & Adams, Ltd., Calgary
Wood, Vallance Hdwe. Co., Ltd., Nelson.
Wood, Vallance & Leggat, Ltd., Vancouver.
Wood, Vallance, Ltd., Winnipeg.

DAZEY CHURN & MFG. CO., ST. LOUIS, MO.

If interested tear out this page and place with letters to be answered.

GOODELL-PRATT

1500 GOOD TOOLS

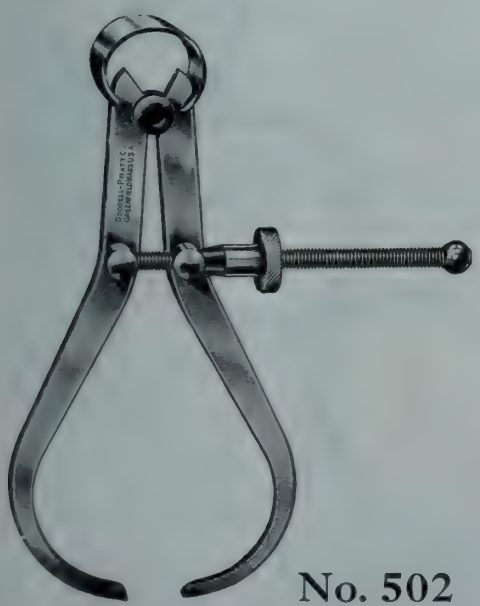
CALIPERS AND DIVIDERS

A good, big, sellable line of high-grade instruments

150 Sizes and Kinds

Does your stock consist of a complete line under a single well-known name? It requires less investment, releases capital for other uses, and the comprehensive assortment available makes satisfactory service to your customer a great deal easier; a three-fold reason why you should stock Goodell-Pratt Calipers and Dividers.

Goodell-Pratt Company *Toolsmiths* **Greenfield, Mass., U.S.A.**



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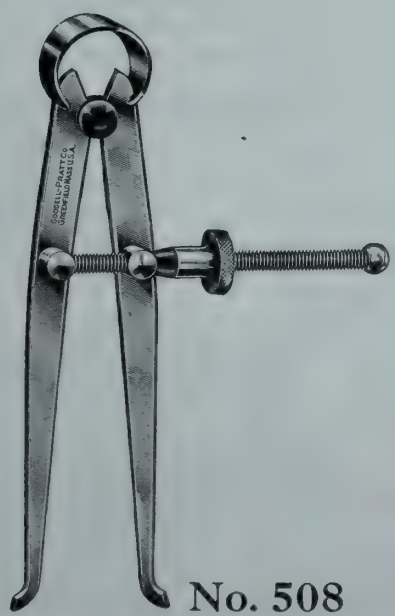

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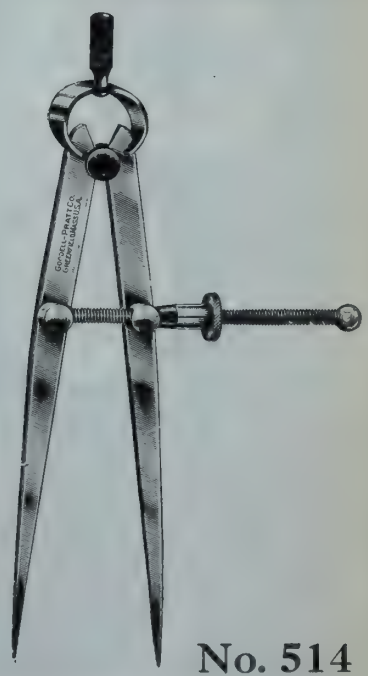


No. 514

If interested tear out this page and place with letters to be answered.

FAIRBANKS-MORSE

FAIRBANKS-MORSE QUALITY

F M

100%

PUMPS

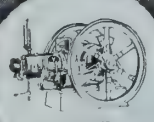
MACHINE SHOP SUPPLIES

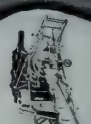
MACHINE TOOLS

RAILWAYS SUPPLIES

VALVES AND STEAM GOODS

AUTOMOTIVE EQUIPMENT


OIL ENGINES


CONTRACTORS' EQUIPMENT

DYNAMOS AND SUPPLIES

TRANSMISSION

PULP AND PAPER MACHINERY

SCALES

Speeding-up the Nation's Production

TO meet the nation's insistent call for greater production—production to bridge the gap caused by the long period of hostilities during which our every effort was concentrated on winning the war, the entire Canadian Fairbanks-Morse organization is again bending every effort, exerting its full strength to serve Canada and Canadians.

Here is a Canadian institution backed by a Dominion-wide distributing organization, its branch houses extending across the country, giving a new conception of service to manufacturer, farmer, fisherman—to every branch of industrial activity. Here is an institution which is a dominating factor in Canada, whose name has become the synonym of quality and whose service is recognized in every branch of business where mechanical goods are used.

Our 100% quality mark is the outward symbol of all that this organization stands for. This seal not only marks the standard of quality of Fairbanks-Morse goods, but it represents the ideals of the organization and of the men whose service and advice are yours.

Everything mechanical for factory, mill, farm or motorist
and everything backed by 100% mark of quality.

Ask our nearest branch house for information about anything mechanical.

The Canadian Fairbanks-Morse Co. Limited

Canada's Departmental House for Mechanical Goods

Halifax St. John Quebec Montreal Ottawa Toronto
Hamilton St. Catharines Windsor Winnipeg Regina
Saskatoon Calgary Vancouver Victoria

4

If interested tear out this page and place with letters to be answered.

Story for Week Dated Oct. 30, 1920 **Hull in 1851** **Being No. 29 in the Series**

Eddy Company Employees are all Happy. A Glimpse at the Girls.

HERE is just a peep at one of the tables in the E. B. Eddy Company's lunch room at the match factory for the nimble-fingered girls who help make the famous "Silent Fives." The Eddy Company girls are a merry bunch all the time. They do their work under excellent conditions, and are capable of earning very comfortable wages. There is a great tendency amongst Eddy Company employees to remain with the plant at Hull. Amongst the men employed by the E. B. Eddy Company are several who have seen half a century of service with the firm, while many are on their way to decades of experience. It was characteristic of the late E. B. Eddy that he thought constantly of the welfare of his employees, and the same kindly tradition has been upheld by the present Executive. As a result the excellence of Eddy Company products, and the loyalty of Eddy Company employees can always be counted on.

Consumers Are Put in a Receptive Mood For You to Sell

EDDY'S
Paper Specialties

Paper Serviettes
Paper Towels
Paper Bags
Toilet Paper

EDDY'S name on things made of paper means Quality — Covenience — Safety.

Eddy's are the largest manufacturers of these products in the Dominion.

Look for the name EDDY.

C39

The E. B. EDDY CO., Limited
HULL CANADA
Makers of Canada's Famous Matches

By Eddy Company Advertising

If interested tear out this page and place with letters to be answered.

People are getting more particular every day. If they find you can't supply just what they call for, they resent having a substitute offered. Especially is this true in the case of standard, well-known goods that have been acknowledged leaders for a generation or more.

A reputation for giving the customer exactly what he asks for is one of the biggest business-building assets you can have.

STAR HACK

If interested tear out this page and place with letters to be answered.

wouldn't take anything but Star Hack Saw Blades"

And the better known the standard merchandise you carry and the higher its quality, the stronger that appeal will be.

Few items in your whole stock are better known than Star Hack Saws, which have been the standard since 1883. In city or country, large store or small, these famous saws in the green box are often the only brand carried, so much higher are they in quality and so much more readily do they sell than any others made.

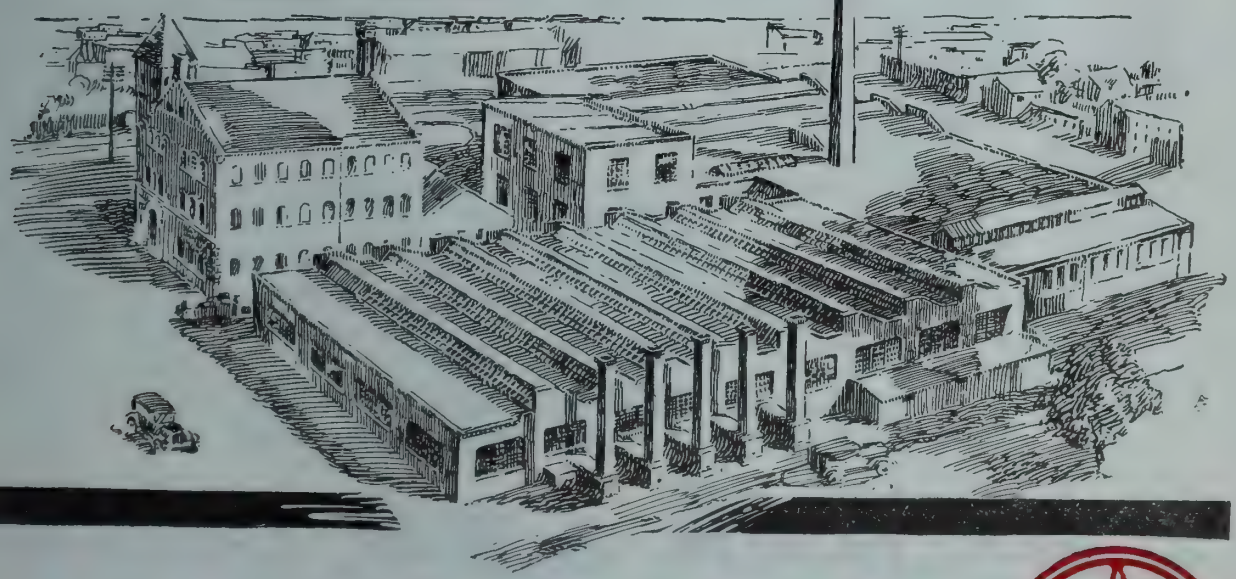
Now Star Saws are sold by the factory that has made them since the beginning. And it goes without saying that the factory that makes an article is in the best position to tell you how it is made, how it should be used, and how to sell it.

Our Sales Promotion Department is at your service to help you push Star Hack Saws with factories or individuals in every way possible.

And our national advertising on Star Hack Saws, which has made them known to users everywhere, will be continued in a bigger way than ever the coming year.

In ordering through jobbers be sure you get "Star." Inquiries or direct orders should be sent to this office.

CLEMSON BROS. INC.
MIDDLETOWN, N.Y.



SAW BLADES

If interested tear out this page and place with letters to be answered.

Clothes Wringers
of known Quality

Display them in your store on this attractive stand. Saves room and sells more wringers.

Write us for Catalogue and discounts.

Stocks in:
London, Ont.
Winnipeg, Man.
Ottawa, Ont.

Address us at Ottawa

For British Columbia : McPherson & Teetzel Co., Vancouver, B.C.
For Great Britain : J. P. Wright Ltd., Bath Parade, Bristol, England

J. H. CONNOR & SON, LIMITED
OTTAWA, CANADA

Makers of Washing Machines and Clothes Wringers since 1875

If interested tear out this page and place with letters to be answered.

Hard to Beat

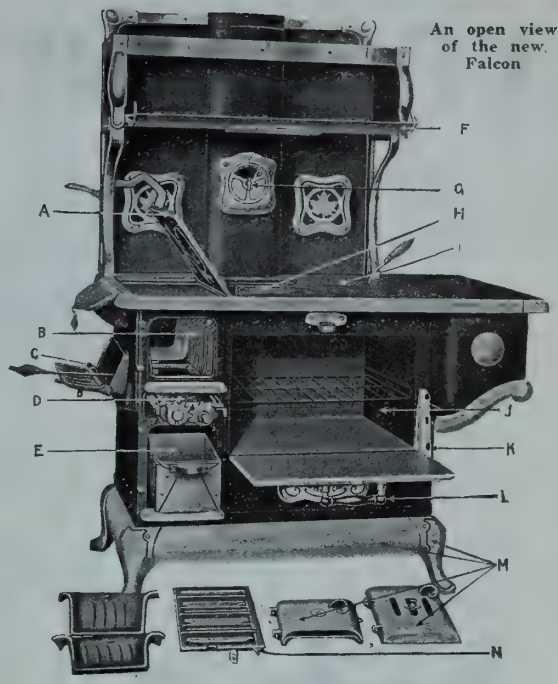
HERE'S a new range—a new member in the Maple Leaf line that acknowledges no superior in the field. It's beautiful in design—solid and genuine in construction and will make and keep friends for you.

Besides which you will make money in the transaction.

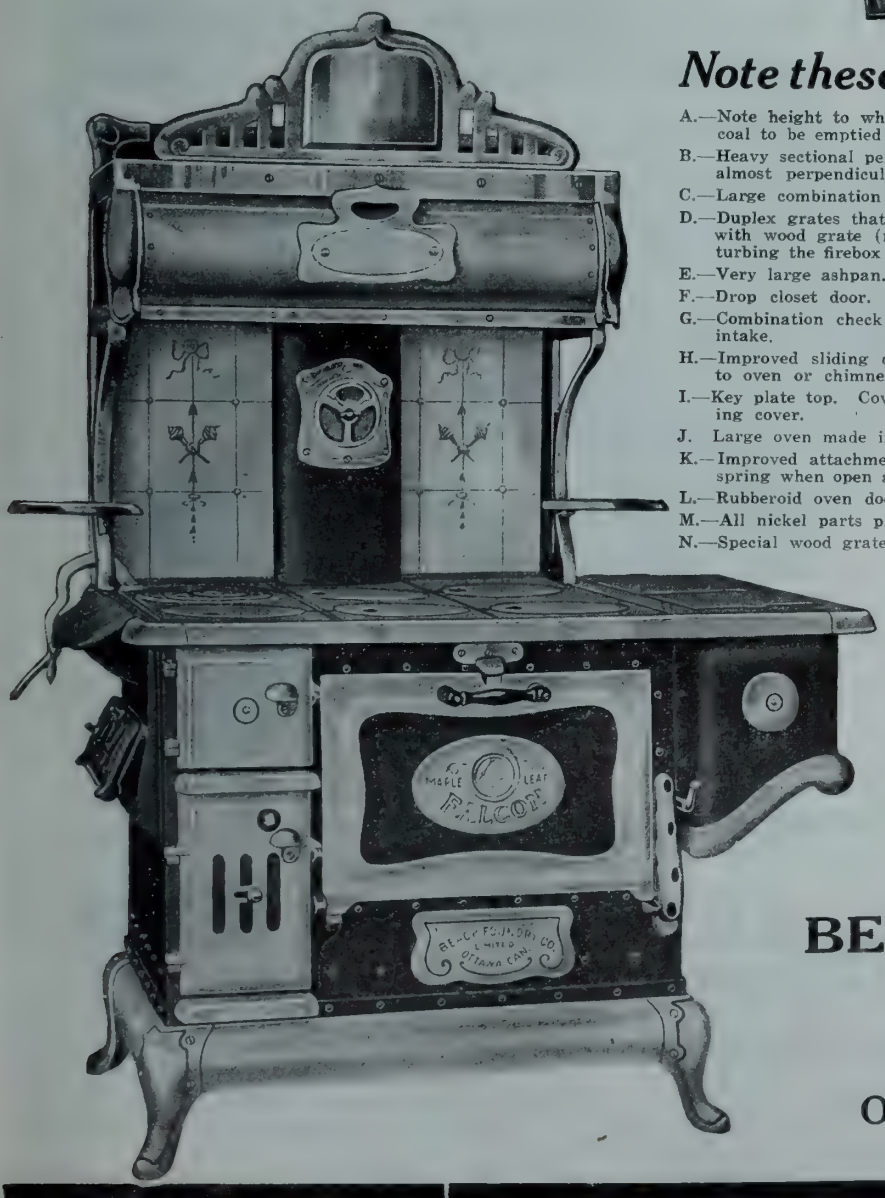
Let us send you one or more of these new Falcon ranges.

The New Maple Leaf Falcon

Made in two sizes :
18"—Oven 18x19x12½
Size of Top 43½x27
20"—Oven 20x19x12½
Size of top 45x27



An open view of the new Falcon



Note these construction features!

A.—Note height to which front key plate may be raised, allowing scuttle of coal to be emptied freely without use of shovel or poker.

B.—Heavy sectional perpendicular fireback. All other linings also heavy and almost perpendicular.

C.—Large combination draft and poker door opening.

D.—Duplex grates that may be removed through grate opening for replacing with wood grate (note letter N) or for any other purpose, without disturbing the firebox linings. Also note improved cog gudgeons.

E.—Very large ashpan.

F.—Drop closet door.

G.—Combination check draft with key to close off flue and opening for air intake.

H.—Improved sliding direct draft damper, giving full control of heat units to oven or chimney flue.

I.—Key plate top. Covers and short centres heavily ribbed. Sectional reducing cover.

J. Large oven made in two sizes, 18 x 19 x 12½ in., or 20 x 19 x 12½ in.

K.—Improved attachment for spring oven door balance. Door held down by spring when open and held tight in place by spring when closed.

L.—Rubberoid oven door handle—always cool.

M.—All nickel parts plain, high finish, easily kept clean.

N.—Special wood grate replaces duplex grates for burning wood only.

Shall we send you our full lists and prices of stoves and ranges?

BEACH FOUNDRY
LIMITED

Maple Leaf Ranges,
Stoves and Heaters

OTTAWA - CANADA

If interested tear out this page and place with letters to be answered.

IT CAN'T BE DONE

Wrings While it Washes, Washes While it Wrings

YOU cannot buy an electric washing and wringing machine that will do better work than the SEAFOAM, although you can pay a much higher price.

The SEAFOAM with its compact, simple mechanism and high-grade reversible wringer is a common-sense, practical washing and wringing machine, easy to operate in the home.

It is guaranteed by a firm with 35 years' knowledge of washing machine building.

Sold to dealers only either through the Jobbers or direct from our warehouses in Hamilton and Montreal.

Also supplied for Engine Drive.

DOWSWELL, LEES & CO. LTD.

HAMILTON, CANADA

Makers of every type of hand or power washing machine of merit. Also ARROW BRAND Clothes Wringers.

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.

Paraline

REG. U. S. PAT. OFF.

HUBBELL PARALINE

The Cap with the Blades that Turn

Anyone can use a **Paraline Cap.** A twist of the fingers and the blades are ready to fit a standard slotted wall receptacle, current tap, or plug base.

The **Paraline Cap** is the result of long experiment and careful test. It is built for trouble-free service wherever a plug is used. It gives the manufacturer in one device a "Master Key" to millions of current outlets *already installed.*

Paraline

The **Paraline Cap** is instantly convertible Just turn the blades and you

PARALLEL them

or **ALINE them**

That's why we call it the **Paraline Cap.** Remember the name—it appears on every Hubbell Convertible Cap.

Ask your jobber—or us!

HARVEY HUBBELL COMPANY

OF CANADA LIMITED

ELECTRICAL SPECIALTIES

TORONTO HUBBELL CANADA

REG. CAN. PAT. OFF.

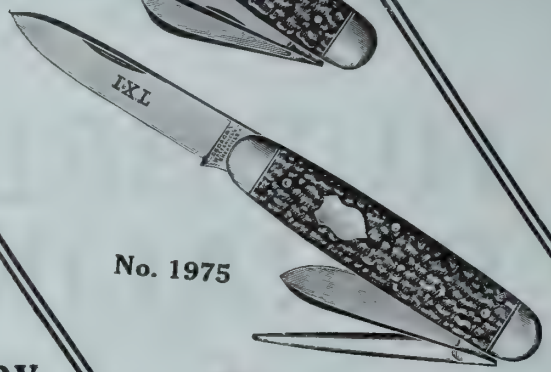
If interested tear out this page and place with letters to be answered

I·XL POCKET KNIVES

No. 1971C

GEORGE WOSTENHOLM & SON, LTD.

SHEFFIELD, ENGLAND



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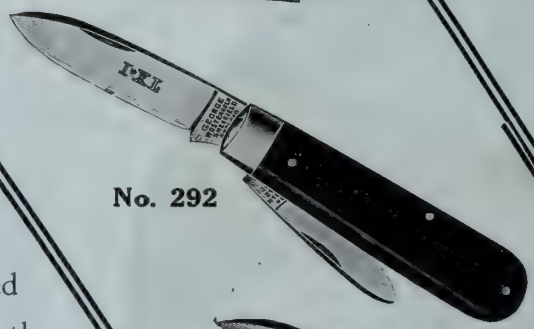

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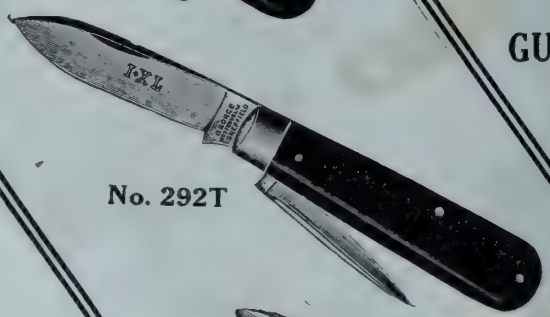

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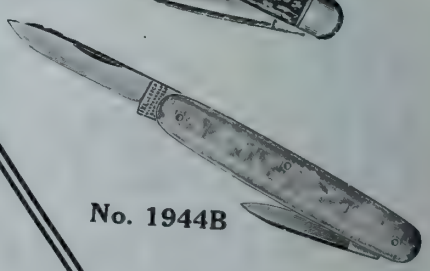

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Sole Agents for Canada

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Machinists' tools

probably mean little more to you than a line which sells easily at a good profit. But your *business* does.

The mechanic, however, has a different viewpoint. Tools are his breadwinners, therefore he demands the best. For three generations Brown & Sharpe Tools have been the choice of the best mechanics.

Why? Because their appearance always appeals to the mechanic. They earned a reputation for accuracy and have always lived up to it. *They give satisfaction.* And where can you find better advertising than in the good will of a satisfied customer?

Send today for Catalog 28

WE PROTECT THE DEALER

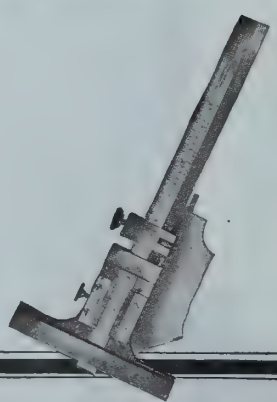
Brown & Sharpe Mfg. Co.

Providence, R.I., U.S.A.

Made with the Help Of

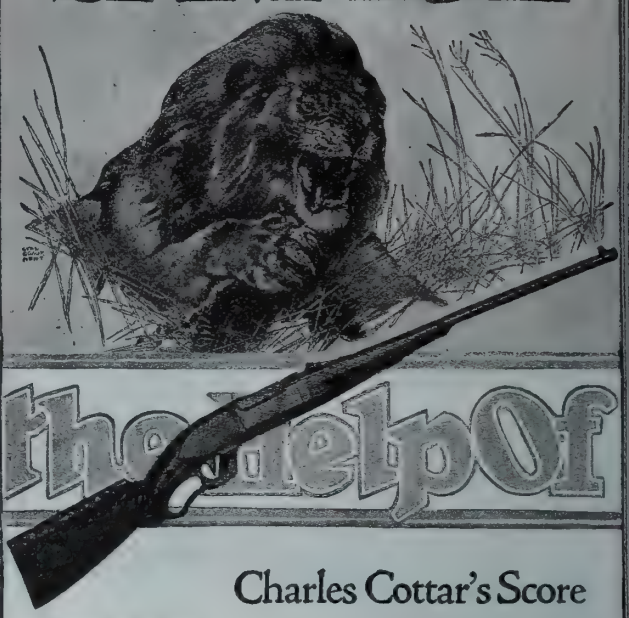
For forty years, wherever the reputation of an article has depended upon its accuracy, machinists have shown a preference for

Starrett Tools



Starrett Tools

SAVAGE



.250-3000 Savage Rifle, take down model. 22-inch tapered round barrel with integral sight base. Checked extra full pistol grip and forearm, checked trigger. Corrugated steel shotgun buttplate. Commercial silver bead front and flat-topped windgauge sporting rear sights. Weight about 7 lbs

Charles Cottar's Score with the .250-3000 Savage on Lion — 100%

Do you know how many hunters are killed or mauled by lions every year? Do you realize that the lion is the African travellers' and hunters' greatest peril?

Listen to what Mr. Cottar says about what the little .250-3000 Savage does to the king of beasts —

"On lions and leopards—I have shot a score of the two species with the .250, and some of them at less than a rod distance—not one escaped that was hit"

The power of the 250-3000 Savage makes lions as easy as leopards to the man who has used it on both. And he has killed rhino, hippo, buffalo and elephant with it. Do you wonder that he finds it the most generally useful rifle for African hunting?

And don't forget that it's a six-shot repeater that weighs only seven pounds—that it has a point-blank range of over 300 yards—that it is accurate enough to make possibles at 800 yards—and that it hardly kicks at all.

You can see it—handle it—buy it—at your dealers. For particulars, write us.

SAVAGE ARMS CORPORATION

Sharon, Pa. UTICA, N. Y. Detroit, Mich.

Executive and Export Offices: 50 Church Street, New York City

42-113

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Who is the "Right Man"?

Did you ever analyze a threading tool sale you've made to an industrial concern and try to find out just *why* the order came to you?

Perhaps you began by dropping in on the purchasing agent and talking to him about the saving you could give him with better tools—like the GTD line.

Possibly he said he would take it up with the foreman or superintendent or engineer—and you, not content with that, saw each of these persons yourself. Possibly you went further than this and saw the actual workmen who might use the tools—and invited them to drop in at the store and see the tools themselves.

If you will take each concern in your locality and write down all the "influences" that lead to business on a card-index, you'll find that sales invariably come, not from one person alone, but from a combination of from two to a dozen persons, depending on the circumstances of each particular case.

If you can understand the GTD line well enough to drive home the points which appeal to each person's interest in buying or using the GTD line, you will have a full right to boast that you are a "Threading Tool Specialist," a reputation which you can turn into dollars all the year round.

GREENFIELD TAP AND DIE CORPORATION

OF CANADA, LIMITED GALT, ONTARIO

Successors to WELLS BROS. CO. OF CANADA, LTD.

GTD Screw-Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

Send for our No. 40 catalog (pocket size) and other information about GTD tools. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.

GTD

Corp. of Canada, Ltd., Galt, Ontario.

Send latest No. 40 catalog and put my name on your mailing list to receive information about your threading tools whenever issued.

Name of person _____

Firm _____

Address _____

_____ H&M221

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Two Judges of Good Tools

WHEN a real mechanic comes to you for tools, you always show him your best. Errors in design, flaws of workmanship, will never escape his keen eye. It's mighty satisfactory for you and him to display the Millers Falls line.

Men whose handicraft earns their living are not the only judges of tools. The amateur, who works about the house or builds furniture during the winter evenings, is often as shrewd as the professional. This "Saturday Evening Post" advertisement asks him to judge Millers Falls Tools closely by examination — and to ask your opinion, too.

Fifty years of service to you and your customers make us reasonably sure that your opinion will be favorable!

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.
Makers of Millers Falls and Universal Hacksaw Blades

Canadian Agents : Adcock & Brewer, Ltd., 222 St. James St., Montreal, Que.

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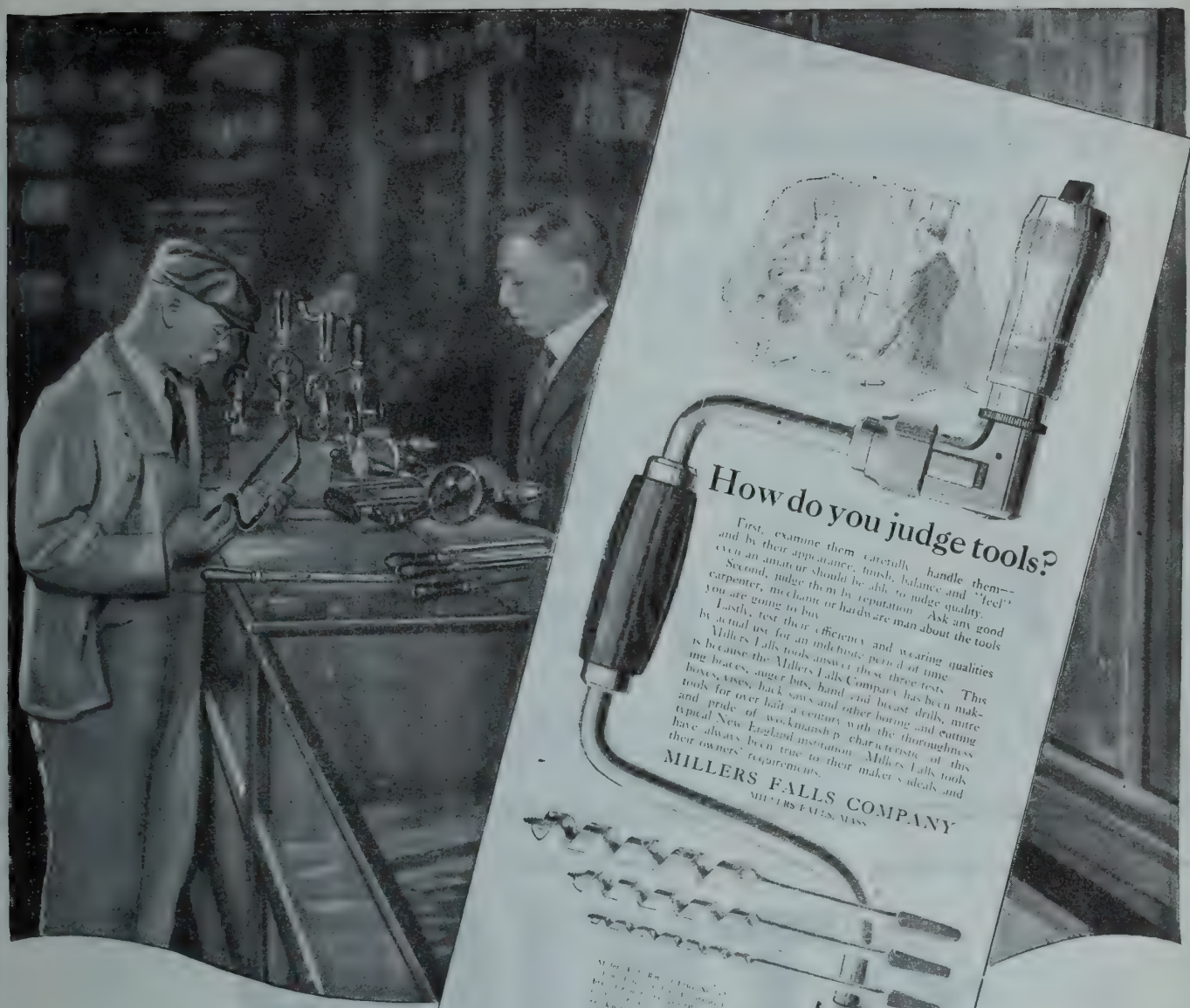

How do you judge tools?

First, examine them carefully—handle them—and by their appearance, finish, balance and "feel" even an amateur should be able to judge quality.

Second, judge them by reputation. Ask any good carpenter, mechanic or hardware man about the tools you are going to buy.

Lastly, test their efficiency and wearing qualities by actual use for an indefinite period of time.

Millers Falls tools answer these three tests. This is because the Millers Falls Company has been making braces, auger bits, hand and breast drills, mitre boxes, saws, back saws and other boring and cutting tools for over half a century with the thoroughness and pride of workmanship characteristic of this typical New England institution. Millers Falls tools have always been true to their maker's ideals and their owners' requirements.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.

MILLERS FALLS TOOLS

The Lockport Hallowaxy —the home of Millers Falls Tools

***THIS** advertisement of our No. 732 Ratchet Brace appeared in The Saturday Evening Post of September 18.*

MILLERS FALLS TOOLS

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A VALVE for EVERY SERVICE

A Valve For Every Purpose Where A Valve Is Required

An assorted stock of Jenkins Valves will enable you to meet every customer's valve requirements. For the Jenkins line is complete—a dependable valve for every condition of usage, everywhere.

The original Jenkins always carries the Diamond Trade Mark cast upon the body of the valve. With so many inferior imitations on the market it will pay you to see that this stamp of Quality is on every valve you sell. It is a guarantee of Service and an assurance of customer satisfaction.

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ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

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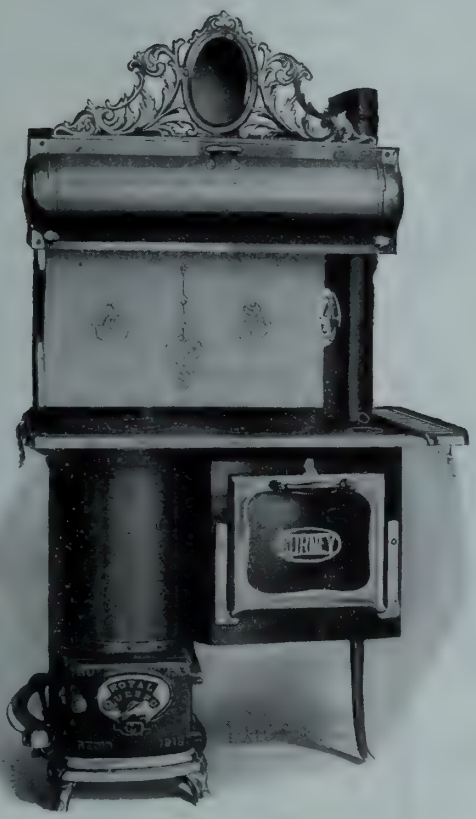
No. 1313 Royal Quebec Composite Range

A RANGE THAT WILL SELL ITSELF



Illustrating the 1313 ROYAL QUEBEC with special high closet.

The 1313 ROYAL QUEBEC COMPOSITE was designed to give a maximum of service for a minimum of attention and expense.

It is a real cooking stove that will do more than its fair share of heating the home.

Constructed as it is of first-class materials on sound principles of construction, it is bound to be an easy stove to sell. And once sold will add another satisfied customer to your list.

THE GURNEY NAME IS BACK OF IT

Ask for Circular C-36. Just off the press

The GURNEY FOUNDRY Co., Limited

TORONTO, CANADA

Works: Toronto, Montreal

Branches: Montreal, Calgary, Winnipeg, Vancouver

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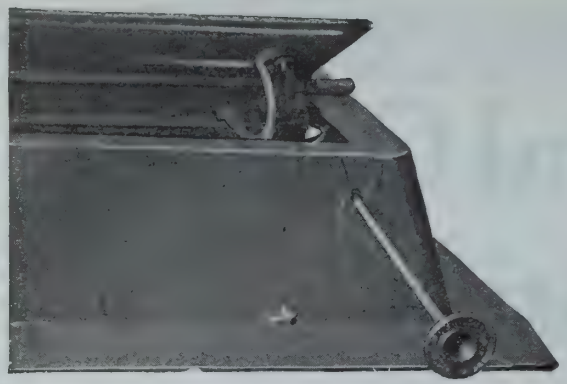

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THE BON LIMITED — CHANDELIERS — OUR LIGHTS SHINE EVERYWHERE — MOTTO QUALITY — MANTELS-GRATES & TILES

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Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

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Owned and Operated by

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Aluminum Ware
Brass Ware
Copper Ware

Aluminum Straight-Covered Sauce Pan

Write for our latest catalogue of Xmas Specialties.

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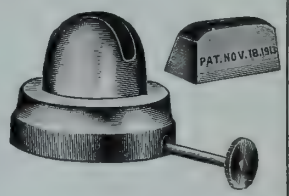
A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)



No. 2 Cold Blast Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

The Schultz Manufacturing Company

LIMITED

HAMILTON, CANADA

Give us your Wholesaler's name and we will send you a sample

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

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Gillette
Safety Razor

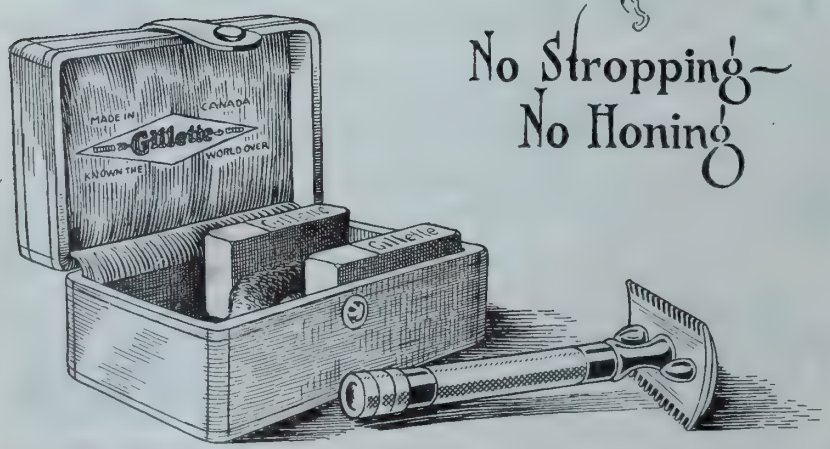
BIG CHRISTMAS BUSINESS

Many thousands of people give "him" a Gillette Safety Razor for Christmas. Both from the Utility and the Price standpoint it is the logical gift for a man.

Think what this means in trade for dealers who press the claims of their store as the place to buy Gillette Safety Razors.

Make YOUR store the outstanding agency.

MADE IN CANADA — TRADE Gillette MARK — KNOWN THE WORLD OVER



No Stropping—
No Honing

How's Your Stock?

Don't say you have plenty of Gillettes unless you are SURE.

Don't run short at the height of the buying season.

Are you prepared to fill orders for the "Big Fellow"?

Have you enough of the ever-popular Standard Sets? And how about blades?

The Gillette Safety Razor Co. of Canada, Limited
Montreal

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, OCTOBER 30, 1920 No. 44

CONTENTS

Luxury and Turnover Tax Debate Revived 35
Proposed Legislation Affects Accessory Trade 37
Making the Most of Small Arms Department 39
Editorial Comment 40
Judge Gary Sanely Optimistic 41
News of Western Canada 42
The Pig Lead Situation—Elucidates New Customs Ruling 43
Events in the Trade 44-45
Letters to the Editor—Letter Box 46
Twenty Years Ago—Tendencies in Fire Arms Is Strong—Problems of Price Readjustment 47
New Hardware Goods 50
Weekly Market Quotations—Montreal, Toronto, London, Winnipeg, Pittsburgh 51-59
"Floor Paint Week" Stimulates Fall Business 60
Splendid Prospects For 1921 Paint Business 62
Weekly Paint Markets 66-68

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ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

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Putting Westclox into the vocabulary

YOU have doubtless noticed that your customers are gradually adopting the word "Westclox" when they speak of alarm clocks. The advertising has done that.

The one big task our advertising has set for itself during the past several years has been to fix this word, "Westclox," in the public mind, to put it in the vocabulary —and to make it mean "a line of good alarm clocks."

Advertising can't accomplish a thing like this over night. It is a slow process. But you, and we at the factory, have felt the word sinking home. People are using it.

In the long run this means better and more business for you. The customer is sold on the kind of clock he wants even before he comes into your store.

Another thing: a group of Westclox in your window quickly recalls the advertising. In this way, Westclox bring in new customers who can easily be added to your list of "regulars."

Western Clock Co., Ltd., makers of Westclox
Peterborough, Ontario

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, OCTOBER 30, 1920 No. 44

Luxury and Turnover Tax Debate Revived on Eve of Establishment of Stamp Collection

Majority of Retailers Favor Elimination of Luxury Tax and Substitution of Higher Sales Tax—"A Discriminate Tax, Detriment to Maker of Honest Goods, an Advantage to Maker of Junk"—Many Lines Taxed Are Not Luxuries and Turnover Tax Would Be More Equitable—Luxury Tax Collections Not Sufficient to Justify Resultant Disorganization of Business—Government Said to Be Sympathetic

THE use of stamps for the collection of the luxury tax, a regulation which is in effect from November 1, is not going to facilitate matters as far as the retail hardware trade is concerned, but rather it will be inclined to add another difficulty to the already complex problem, according to opinions expressed to Hardware and Metal this week, on the eve of the enforcement of the stamp measure.

The sales tax and turnover tax have come in for much discussion at recent meetings of retail merchants, and after going into the question from every standpoint it has been thought to be best, in most cases, to eliminate the luxury tax and substitute an increased sales tax. There has been no hesitation on the part of the Government in admitting that the luxury tax has not been as productive of revenue as was expected and that it has caused officials to the Inland Revenue Department a great deal of trouble. Much misunderstanding has been found among the retail trade concerning the articles to be taxed, the amount, methods of making returns, etc.

As a result of this evident dissatisfaction on the part of the trade and the Government it has been rumored that there was a great likelihood of the luxury tax being eliminated and some other form of revenue production adopted in its place. In this connection the Ottawa correspondent of Hardware and Metal has been unofficially advised by Mr. Breadner, Commissioner of Taxation, that no alteration in the taxes can be made at least until a new budget is brought down by the Minister of Finance unless special legislation was put through, which is said to be unlikely.

One thing is sure, however, that while it looks as though there may be little hope of an immediate change, the Government cannot continue to turn a deaf ear to the resolutions of retail merchants' associations, which are being received almost daily in protest of the cumbersome method of collecting the taxes on luxuries.

Dominion R.M.A. Voices Protest

Foremost among the retail merchants bodies which are on record as opposed to the luxury taxes is the Dominion Board of the R.M.A., which favors a turnover tax and no luxury tax. Supporting this the Ottawa correspondent of Hardware and Metal writes: "I find practically every retailer spoken to, to be in accord with this idea."

The chief source of difficulty with some of the more conservative hardware dealers is dissatisfaction over the change from the system in vogue prior to November 1 to the stamp system to be used in future. They claim that as soon as they had the machinery of collection running smoothly under the old plan they now have to change and adopt a more laborious system through the necessity of affixing stamps to invoices or sales slips and then perforating them. While this class of dealers are possibly less radical in criticising the whole taxation plan yet they are very critical of the vacillating attitude of the Government and the constant changes which are being made.

Hamilton Retailers Favor Turnover Tax

Retailers of Hamilton, Ont., are making protest of the plan of taxation. At a recent meeting the dealers of that city went on record as favoring the immediate abolition of the luxury tax and the increasing of the turnover tax to retailers to a degree that would recompense the Government for any consequent loss of revenue. It was pointed out that in the first four months the luxury tax had been in operation total collections had amounted to only $2,676,119. It was stated as doubtful if the collections for a year would amount to more than $8,000,000. It was thought to be a pity that the Government would disrupt business simply to collect so small a revenue. It was pointed out that total collections of the luxury tax so far amounted to only about 20 per cent. of collections for the sales tax. If the Government had put an additional half of one per cent. on the sales tax it would have got vastly more revenue than it has through the luxury tax.

"It is patent to everyone that the tax is not being collected as it should be," said Mr. Douglas, chairman. "An army of collectors would be necessary to enforce it rigidly. There are many evasions. Dealers split sales and resort to many other things to avoid paying. It is a discriminate tax, a detriment to the man who makes honest goods, and an advantage to the man who makes junk."

Opinions of a number of Toronto dealers support this criticism of the luxury tax and support the suggestion for an increased turnover tax.

Stamps Will Cause Much More Trouble

"The collection of the luxury tax is a lot of trouble but we had a system nearly perfected when along comes this announcement concerning the use of stamps. The stamps will cause a lot more trouble," said Mr. Walker, of W. Walker & Son, hardware merchants, Toronto. Mr. Walker added that the imposition of the luxury taxes had resulted in restrict-

ing sales of those lines at first but that later this effect had not been so noticeable, probably due to the fact that the tax can be included in the price quoted to the customer, and it is unlikely that the separate tax change would be noticed. The trouble is, however, that customers do not like to pay the tax which is called for in most cases, and it does not help matters any to make the tax change too prominent. Mr. Walker is of the opinion that the necessity of affixing stamps will not only give clerks much more trouble but will result in making the tax charge more apparent to customers, with the result of possibly curtailing sales of such lines. Mr. Walker is also opposed to the "excess profits" tax, thinking that such a tax would be more equitable if levied on the total profits.

Luxury Tax is Cumbersome

Mr. Gilverson, store manager of Rice Lewis & Son Co., Toronto, confirms the opinion that the luxury tax collection in the retail hardware store is cumbersome and gives much more trouble than should be occasioned the retailer when he is being called upon to collect this revenue without remuneration. Mr. Gilverson is also of the opinion that a larger tax on turnover would be more equitable and much less costly to the Government. The opinion that the present system must be giving the officials much difficulty in checking and also causing much unnecessary expense was also expressed.

Prefer Turnover Tax

"It is quite clear that the country has to meet its debts and that the only way to do so is to secure the revenue through taxation, but the most direct way would be to have a tax on turnover," said Mr. Russill, of the Russill Hardware Co., Toronto, to Hardware and Metal, pointing out that such a system would distribute the burden in equal portion over all parts of the community.

"To keep all the data required by the present tax system would require a large staff of clerks and is practically impossible in the average hardware business," said Mr. Russill. "Besides the whole tax based on turnover would encourage thrift and be beneficial to all concerned."

A Decidedly Backward Step

That the use of stamps to collect the luxury taxes is a decided step backward instead of helping to better conditions for the retailer is the opinion of J. Hewitson, hardware, Toronto. "The system of collection we have been employing, while it requires the expenditure of much time, is in my opinion the better idea of the two. There is, however, no doubting the fact that the most efficient and direct way of collecting the tax would be on the turnover."

Favors Luxury Taxes

An opinion favoring the stamp idea as a means of collecting the luxury tax was expressed by A. Moses, hardware, Toronto. "Why should the whole community have to pay for what only a few will use. If the people want luxuries let them pay for them. Stamps will do away with the data required by the present system and I do not see how any confusion or misunderstanding can be brought about by its enforcement."

Should the Luxury Tax Be Abandoned?

Many retailers associations in Canada are protesting that the luxury tax and its collection by the use of stamps is too cumbersome, too expensive, and too unproductive of revenue for the trouble it causes in selling and the keeping of records. It is possible some action may be taken to eliminate this form of taxation and substitute a higher tax on turnover. Read the details in the first article in this issue and then send along your opinions on this matter. The expression of opinions of those in the trade in all parts of the country will help to bring about a change if such is desired. Your opinion, whether for or against, and any suggestions for improvement are wanted. Address: The Editor, Hardware and Metal, 143 University Avenue, Toronto.

Need Educational Campaign

That there was still much misunderstanding of the luxury taxes was stated by Mr. Blue, store manager of the Vokes Hardware Co., Toronto. "When they launched the Victory Loan drive," he said, "they did not come out suddenly and try to force the people to take the bonds. They started an educational campaign a month or so before and let them know what they were going to do. Something similar should have been done in connection with the enforcement of the luxury tax to avoid the bungling and misunderstanding which has been evident. Whether the new system of attaching stamps will prove any better remains to be seen."

Quebec Section R.M.A. Oppose Luxury Tax

In discussing the luxury tax workings as they apply to Quebec retail merchants, with M. Lapointe, provincial secretary, R.M.A., Hardware and Metal was informed that there is a great deal of dissatisfaction among members of all trades with regard to the application and operation of the luxury tax. So opposed are various sections of the Retail Merchants' Association of the Province of Quebec, according to Mr. Lapointe, that every one of them has passed resolutions disapproving of the application and continuance of this tax. These resolutions have been of similar nature and have pointed out how great a hardship is worked on the retailer, who can ill afford to undertake the details of applying the tax.

Mr. Lapointe also referred to the fact that in certain lines of business, possibly only one line of goods are taxable under the luxury tax clause of the law, and in such cases he might overlook the necessity of collecting the fee. Then again, in stores where there are a great many clerks, the detail in connection with working out this tax properly was altogether too great and would cause much delay in serving customers, as well as the possibility of sales being made without the fee being collected. The stamp idea, where there are many clerks, will work an added hardship, Mr. Lapointe thinks.

"I was consulting a retailer on Beaver Hall Hill a few days ago, and he said that he would absolutely refuse to undertake compiling the necesary data and collecting this tax. He felt, with many others, that the tax should be collected at the producing end, that is that this should be applied when the goods are manufactured, or when they pass from the manufacturer to the jobber."

Minister Agrees

Mr. Lapointe feels that Sir Henry Drayton, the Minister of Finance, is sympathetic towards the contentions of retailers, and that they should have been given a closer hearing long before now with regard to the application of this tax.

As the matter stands the manufacturers and jobbers have been heard, and their suggestions have been acted upon. It is the intention of the Government to hear the recommendations of the Retail Merchants' Association from various parts of Canada, but just when this will be done is not ascertainable at the present time. With so many calls on the time of the Finance Minister from various parts of the country and in the prosecution of various duties, the matter has been put off from time to time, but it is expected that at an early date the matter will be given full consideration. Retail merchants in the Province of Quebec would certainly welcome an early hearing, and if possible it would be generally satisfactory if the sales tax were increased somewhat and the luxury tax was done away with altogether. This, Mr. Lapointe stated, was the general feeling of the Quebec merchants.

Labor Opposes Luxury Taxes

Organized labor is joining hands in the condemnation of the luxury tax, basing their action upon the ground that its imposition has led to a great deal of unemployment. Manufacturers have given the reason for laying off employees that people would not buy them with the added cost due to the imposition of the luxury tax.

The delegation inquired whether the

(Continued on page 38)

Accessories which have a special call during the cold weather can be featured in a display such as this. The sloppy roads of fall and the rough, icy roads of winter call for the best tires and tubes, chains are needed more, a different grade of oil is required, windshield cleaners, heaters, robes, etc., are also good lines to feature. For the motorist mechanically inclined who wishes to overhaul his car in the cold weather, tools and such lines may be included in the display.

Proposed Legislation Affects Accessory Trade

Plan to Cut Down Auto Accidents Involves Better Insurance Rates to Motorists Using Bumpers, Fire Extinguishers, Locking Devices, Windshield Cleaners, Etc.—Safety Leagues Ask Use of Lights, on All Vehicles, Traffic Signals on Autos, Greater Use of Chains, Etc., as Preventive Measures.

THE increase in the number of accidents attributed to the use of automobiles, which have occurred in recent months, has led to a desire for legislation to exert more control over the motorist. The increase in the number of such accidents is much to be regretted, but it is doubtful if the increase in accidents has been any greater than the increase in the number of automobiles in use. However, if accidents can be prevented by the use of certain devices, coupled with requiring more care on the part of the driver, then such action will have unanimous support.

The recent legislation requiring all motorists to adopt non-glare headlight lenses in the Province of Ontario is one of the most recent enactments and this lead is likely to be followed by other provinces in the Dominion. Motor Leagues in various provinces are now urging that all vehicles be compelled to carry lights at night. There have been many collisions recently owing to wagons and automobiles coming together on country roads in the dark, the former carrying no light and thus hard to discern. In this connection it is interesting to note the following extract from a letter written by the foreman of the coroner's jury which recently investigated a fatal accident from the cause outlined. The letter reads: "We recommend that all cars be equipped with dimmers and that all wheeled vehicles on roads at night be compelled to carry lights. There was no doubt in the jury's mind that had the buggy with which the car collided carried a light, the accident would never have occurred."

The question of added protection against accidents brings into the matter the likelihood of the wider adoption of certain accessories now on the market and the probable addition of others. In this connection it is interesting to note that in the United States the Underwriters Laboratories, with the assistance of the National Safety Council, have been carrying on experiments with appliances to prevent automobile accidents. The nature of these accidents is similar to those occurring in Canada, and anything which will solve the problem in the United States is likely to be followed in Canada, as was the case with the anti-glare headlight law.

Various Accessories Being Tested

The use of laminated glass for windshield construction, windshield cleaning appliances, the construction of steering gears, and the whole subject of head lamp dimmers and diffuses are involved in the tests under way. While the lab-

Pride in the Appearance of the Auto Is a Social and Business Asset

A dirty, dusty, dingy motor car is apt to reflect a careless and slipshod driver. No man of ambition and standing in his community wants to create such an impression.

You realize that dust, grime and grease are fatal to the costly finish, which the car had when it was first out of the salesroom. But you cannot afford to risk an ordinary soap. One application of such a soap may ruin the finish for all time—leaving the surface pale, dull and smoky. But the purpose of

EXCELO AUTO SOAP

is to clean cars. It is made from pure vegetable oils and contains no alkali. Quickly removes grease, stains and dirt leaving the surface on which it is applied lustrous and bright. Guaranteed absolutely harmless.

In Tins, 5 lbs., net .....$1.50.

Phone 'M. 2540 **McAVITY'S** 11-17 King St.

This advertisement by McAvity's, St. John, N.B., is devoted to a cleaning material, the ad. pointing out that a dirty car is a reflection upon the driver, and that no man of ambition and standing in his community would want to create such an impression. A number of other good points are also made in the ad. The sloppy weather which precedes the cold of midwinter will soon be upon us—it is already found in some parts of the country. Now is, therefore, a good time to use such an argument as this, for automobiles in use at this time will be hard to keep clean.

oratories are conducting these tests with mechanical sources of automobile accidents and their prevention, the National Safety Council through its local councils is making a study of all traffic accidents. The report of one of the leaders covering traffic accidents in a large city during a recent month reveals the following accident causes:

Not determined	190
Given as unavoidable	81
Skidding	91
Driving on wrong side of street	3
Parked too close to tracks	3
Mechanical defects in automobile	20
Jay Walking	27
Careless driving	205
Car trying to pass another	9
Pulling from curb without signal	7
Backing automobile without signal	11
Stopping without signal	3
Turning without signal	9
Horses left unguarded	4

In a communication the Underwriters Laboratories says:

"The stock insurance companies are giving reductions in insurance rates for the use of listed fire extinguishers and locking devices and they have advised us that use of bumpers found acceptable by us in tests, will entitle the car owner to a substantial reduction in collision insurance rate.

Traffic Signals on Cars

"We have tested some five or six of automobile traffic signals and have listed only one. The main trouble appears to be they will not be sufficiently durable to last for the life of the automobile on which they are installed. We now have before us several traffic signals which apparently possess some merit.

"The use of laminated glass for windshield construction is a comparatively new feature in automobile work and considerable attention is being given to this item at the laboratories. With the use of a suitable form of laminated glass, injuries due to collisions will be markedly decreased if the flying glass hazard is reduced to the minimum. Three or four other manufacturers have submitted their product for examination or signified intention to do so. Application of windshield cleaners to automobiles is of marked advantage in reducing the possibility of accidents from collision. We are now arranging tests of steering gears and hope to do conosiderable work along this line in the near future. The subject of head lamp dimmers and diffusers has received some attention from us and we have developed means whereby the 'glare' can be defined in terms of apparent candle power."

The foregoing indicates that the growing popularity of the automobile is calling for further legislation as to the equipment necessary both from the standpoint of the prevention of accidents and the requirements of insurance companies for the lessening of damage from various causes.

Legislation along these lines will be an important matter in Canada and the dealer selling automobile accessories should keep himself well informed as to the progress of such legislation in order that he may be able to advise customers to their best interests.

Reliable Auto Accessories

You will find in our assortment, just the right kind of Auto Goods, to fill your needs.

whether you want a New Horn, Bumper, Spot Light, Tire Repair Tools or Spark Plug

We can take care of your motoring requirements to your entire satisfaction.

We have just received a shipment of Good Year Tires in all sizes.

James S. Neill & Sons, Ltd.

FREDERICTON'S BIG HARDWARE STORE

Reliable accessories is the point emphasized in this accessory ad. by James S. Neill & Sons, Ltd., Fredericton, N.B. The layout of this ad. is such that it allows of emphasis being laid on two or three special points, namely, the reliability, the completeness of stock, and the satisfaction of having motoring requirements fully met.

LUXURY AND TURNOVER TAX

(Continued from page 36)

Government could not see its way clear, if the luxury tax was absolutely imperative, to have it included with the sale price of a number of the "luxury lines" instead of over and above it as at present.

The delegation was given a sympathetic hearing, and the Ministers promised to take the matter under advisement.

Ontario Merchants to Go to Ottawa

W. C. Miller, secretary of the Ontario branch of the R. M. A., advises that retail merchants intend to go to Ottawa shortly to protest against the luxury tax because they consider it entirely too cumbersome in many ways. Collection of this tax was the principal objection. The Government will be asked to substitute a straight sales tax in the place of the luxury tax.

Plan New Factory Buildings

Crouse-Hinds Company of Canada, Ltd., Toronto, has purchased approximately five acres of land at the corner of Hanson Street and Coxwell Avenue, Toronto, and plans and specifications are being prepared covering the erection of buildings. The main building will be 500 ft. long x 80 ft. wide, and either three or four stories high. The foundry will be 300 ft. long x 60 ft. wide. A fireproof pattern warehouse, approximately 100 ft. x 100 ft., and two stories high, will also be erected. This will be a modern daylight plant of the best brick and mill type construction, completely sprinklered throughout.

It is planned to break ground about May 1st, 1921, so that the plant will be complete and ready for occupancy November 1st, 1921. The company will invest in the neighborhood of $500,000, which will cover the cost of the buildings only.

When the new plant is complete there will be three companies operating in these buildings, namely, Crouse-Hinds Company of Canada, Limited; Harvey Hubbell Company of Canada, Limited; Hubbell-Mack Machine Screw Company, Limited.

E. G. Mack will act as managing director for all the above named three companies.

Business Firms Are Fined for Not Making Returns

Fines of $20 and costs were imposed upon 32 Toronto business firms, found guilty in the afternoon Police Court for failing to give the Dominion Government sufficient information concerning their business and the money taken in annually.

Making the Most of the Small Arms Department

Formation of Local Shooting Clubs Important in Developing Sales of Arms and Ammunition—Suggested Plan for Such Clubs —Movement is Growing in Canada—Successfully Adopted in Other Countries

AN important opportunity lies before the retail hardware dealer to-day in the development of a department that might be rightly styled "Small Arms and Ammunition Department." Have you one?

For the past three years one Canadian manufacturer has been conducting a department for the education of the Canadian boy in marksmanship. It has been growing apace, and bids fair to become a feature in every community where boy life thrives, and if there are no definite boy organizations at present, they can be formed.

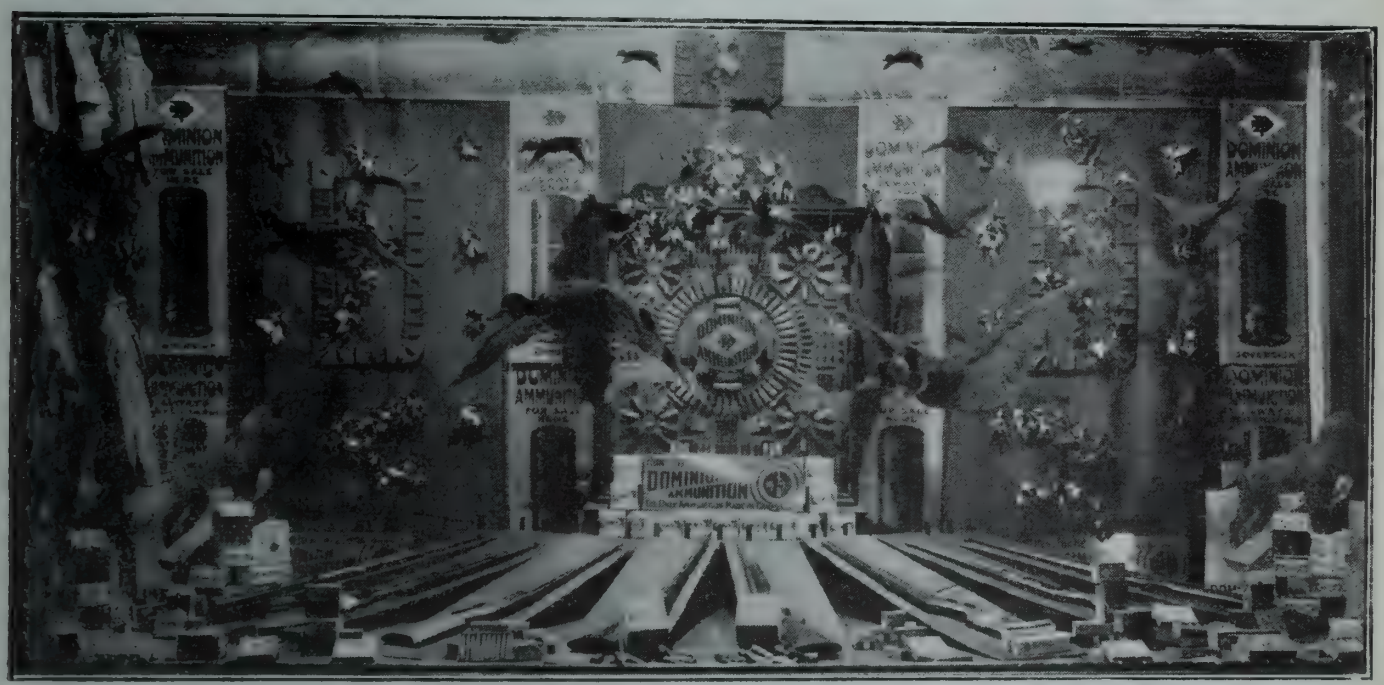
In discussing this feature with the representative of this firm, a man who is an enthusiastic shot himself, he stated to Hardware and Metal that the plan holds big things for all concerned—in his opinion—and especially for the hardware dealer. While the plan is not exactly new, it is one of those developments which require time and education. To put it "across" will require the best co-operation of the dealer, and the facts of the plan seem to be well worth close study on his part.

The Plan As It Is

A real Canadian boy is interested in the open. This very fact means that when he has the opportunity he will indulge — particularly in the favorable months of the year, in many a hike to the country — where nature holds sway uninterruptedly. But he will not content himself with a hike merely. He has a pair of hands as well as two feet, and these he will naturally want to use. One of the most logical desires — and one that is very generally manifest in thousands of boys—is that of handling a rifle. Frequently it needs no introduction, but there is one thing called for right here, and that is the education of the lad in the proper use of the rifle. A dangerous weapon in the hands of the careless and untaught, it may become the very best means of training the eye and steadying the nerves, and one of the best means of developing good citizenship that is possible. From these standpoints, as well as from many others, a linking-up by the dealer with this plan should suggest itself as worthy. From an unselfish standpoint the hardware man will be helping the betterment of the young life of his community, and from the more selfish or ulterior viewpoint he will reap financial returns.

In brief, the idea of Marksmen's Clubs is that of forming, in communities that will adopt the plan, clubs for the purpose of training boys in the art of marksmanship. While the plans may be followed as laid down, there is every opportunity to modify them, whether it is desired to plan indoor or outdoor shooting galleries. Membership in the

Continued on page 43.



An attractive small arms window arranged for A. M. Ballam Company, Limited, Halifax, Nova Scotia, by Jack Dalton, displaying an excellent showing of ammunition, shot gun, rifles, and other shooting accessories. The beauty of the display rests in the fact that great pains have been taken to build up a strong background. In the centre a large square panel is neatly arranged showing various styles and sizes of shot shells and also of sporting cartridges. This, with a hunter's coat suspended from the top portion on either side, and advertising matter suspended on either side, make an excellent showing. This was the drawing feature of the window. Not less important, however, are several lifelike figures of ducks "on the wing." This naturally attracted those possessed of hunters' instinct, and another cut-out of a dog, ready for the hunt, called attention to the display in a realistic manner.

On the side of the window, hunters' coats, rifles, and various accessories are displayed to advantage, while in the foreground are boxes of shells with covers removed and some of them displayed loosely near the glass.

On reclining slabs of wood, rifles are resting and this gives the interested onlooker an opportunity of sizing up a given arm for himself. To improve the fall appearance of the whole display, gold and red leaves were put against the background. The display, made during a recent carnival held in Halifax, attracted a great deal of attention on the part of sportsmen generally.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations.

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, OCTOBER 30, 1920

THE usual promise of consideration was extended by the Government to a labor delegation, which protested the luxury taxes as responsible for much unemployment, but a deaf ear cannot long be turned to the protests coming from merchants and others.

* * *

ONCE more the Board of Commerce has been disbanded. The position is more or less of a sinecure in any case and it is no wonder the Government has a hard time maintaining such an organization.

Sound Advice From Judge Gary

THAT further adjustments of prices in the iron and steel industry are required and that the trade might best face the situation with confidence and make such reductions as will again bring buyers into the market, rather than continue present conditions, with its consequent slackness in trading, was the subject matter of the address made by Judge Gary, chairman of the Board of the U. S. Steel Corporation, before 1,200 members of the American Iron and Steel Institute in New York.

This survey of conditions in the iron and steel industry is always an important one and it is conceded that Judge Gary has brought out the fundamental principles of the present market condition and pointed out how best to bring about a readjustment to normal conditions. He believes that the law of supply and demand will bring about reasonable reductions and that the tendency is toward a fairer basis. He points out that there is a selfish attitude shown, in that everyone is willing that price reductions should be made by others, but not by themselves.

When prices were advancing everyone in the trade was keen to take advantage of increased profits, and now that there is a tendency toward lower levels everyone is just as keen to see that they do not take a loss, or, at least, no more than they can help. Judge Gary, in the face of this situation, calls upon the people to "be reasonable and just, reducing our prices if and when other reductions and costs permit, and then, with level heads, clear minds and honest convictions, stand solid as against panic or lack of confidence in the industrial situation."

Death of F. H. Whitton

THE death of F. H. Whitton, vice-president and general manager of the Steel Company of Canada, Ltd., referred to elsewhere in this issue, removes a prominent figure in the iron and steel trades. Mr. Whitton has been interested in this branch of business for many years, was always an outstanding figure at trade conventions and was looked to as an authority on matters pertaining to hardware and other products of iron and steel. He was invariably a speaker at the conventions of the Canadian Wholesale Hardware Association and his annual survey of conditions in the basic industry in which he was interested was always looked forward to as one of the important addresses. It is truly significant that at the recent convention of this association about two weeks ago Mr. Whitton made the statement that he felt it was time some new face was present in his stead, and it is much regretted that the expression bore more truth than anyone then anticipated.

Canadian Goods in Foreign Markets

THERE are many important developments taking place in Canadian commercial affairs to-day which will have a distinct bearing on the future status of Canadian export trade. Wherever Canadian products have been marketed in foreign countries they have been well received and encouragement is thus given manufacturers. Evidence that Canadian manufacturers are alive to the possibilities of such trade is found in the increasing interest being taken in foreign trade developments, fairs, etc. The war undoubtedly gave Canada an unique opportunity to develop a large export trade, for, from 1914 to 1918, Canada exported large quantities of goods, which had not formerly figured in anything but domestic trade.

Canada is developing a mercantile fleet capable of carrying her products to the markets of the world, and the latest move is the securing of a number of warships, which will form the nucleus of a Canadian navy sufficient to protect coastwise shipping and later to guard Canada's channels of trade to the world's foreign markets. The Canadian Government Merchant Marine is already one of the largest in the world, operating 38 vessels and 28 more under construction. There is now a service every ten days to London and Liverpool, monthly service to Wales, weekly to West Indies, monthly to South Africa, Australia and New Zealand. A service is now commenced to India, Ceylon, Straits Settlements, Java, China and Japan.

The possible development of the St. Lawrence Waterways scheme, which will allow ocean vessels to reach the inland ports on the Great Lakes, would also be a favorable factor in the export trade situation.

Auto Accessory Legislation

LEGISLATION affecting motorists in the United States is oftentimes followed by similar legislation in Canada, certain difficulties arising in that country first, due to its greater density of automobile and other traffic in many places. In this connection it is interesting to note that some U. S. insurance companies are planning to give better insurance rates to motorists who use such accessories as bumpers, windshield cleaners, fire extinguishers, locking devices, etc. There is no reason why such preference should not be expected for the prime advantage of such accessories is their value in helping to prevent accidents or lessen the effects from damage. Another point of interest is that Safety Leagues are asking for legislation regarding the enforced use of lights on all wheeled vehicles, the use of traffic signals on automobiles, greater use of chains, etc. The wider employment of such lines as are mentioned will not only enable the motorist to drive with a feeling of more security, but will help to curtail the annual list of accidents and fatalities from this cause. Dealers should watch carefully legislation along the lines suggested.

Judge Gary Sanely Optimistic About Future

(By a Staff Representative)

NEW YORK.—The address of Judge Gary to the members of the Iron and Steel Institute is looked forward to each year as a statement that will give the estimate the steel world of United States has of business conditions, and prospects of their betterment or otherwise.

Judge Gary spoke plainly on this matter. There was no effort to mince matters. When the speaker was through reading his address there was a feeling that he had indulged to too great an extent in a description of affairs in Europe, but when, in the lobbies afterward, steel men started to analyze the statement, they found that he had put his finger on the real situation, viz., that it was possible to resist price deflation to the point of keeping buyers out of the market, or, on the other hand, make the concessions necessary to keep the buyers in the market.

"All, or nearly all, of us have for months been unable to supply the demands of our customers as to quantities or deliveries, and our prices, considered as a whole, have resulted in profits," he said. "As a matter of course some adjustments will need to be made. The average of the general scale ought to be reduced equitably and relatively. Without referring to individual cases or lines of general business, I believe in many instances prices have been outrageously high. This observation applies more especially to middlemen, so called, and to smaller departments of industry. It also includes employees in certain trades; but it does not pertain under present conditions to the masses of workmen.

"Labor questions are always under consideration in this country and others. It should be constantly borne in mind that, in order to secure the best results to both employee and employer, mutual confidence and friendly co-operation are essential.

"The present tendency is toward a lower, more reasonable and fairer relative basis. The whole community desires and strives for this. The difficulty is found in the fact that every individual is perfectly willing that all others shall make reductions—the larger the better.

Selfishness Expected

"As there was more or less a scramble for higher and still higher prices when they were advancing, there will be just as much selfishness in the enforced use of brakes when there is a tendency toward decreasing prices. Now a general public, including particularly those who are neither sellers nor buyers to a large extent, will in one way or another bring about a fair and reasonable adjustment of prices. The law of supply and demand will be the principal factor.

"We naturally ask ourselves what shall we personally do; what shall be our attitude in these circumstances? I answer: We must evidence the same disposition which was displayed before the Industrial Board in March, 1919, when our Steel Committee co-operated with the Government's representatives in the endeavor to secure a general, equitable, orderly and methodical reduction in the prices of all commodities and services. We would have succeeded except for the sudden change in the attitude of the administration which resulted in the abolition of the Industrial Board, and thus limited the leaders in the industry to their own resources.

"Notwithstanding that episode, we have done since then much to prevent unreasonable advances, and at present we are called upon to exert a further steadying influence upon the general situation. Let us be reasonable and just, reducing our prices if and when other reductions and costs permit, and then, with level heads, clear minds and honest convictions, stand solid as against panic or lack of confidence in the industrial situation. Let us strive to be right. If we are right we can be determined and courageous. Let us as individuals, consider the interests of all others. Our business is basic. It is perhaps one of the most important. We may, we must, exert an influence for stability throughout the business world at a time when readjustments are more than usually liable to provoke disturbed conditions."

Progress in France and Belgium

Judge Gary's comment on the business outlook concluded an address devoted to the situation in France and Belgium, as he found it on his recent trip abroad. He described graphically his trip over the devastated regions of the two countries and told in detail of the reconstruction work being carried on. He said the virulent germ of Bolshevism has been brought to these countries by vicious, unworthy and selfish persons, but that the Governments are strong and vigorous and will have the support of the large majority of the people in the protection of property and home and family.

"On the whole I am of the opinion that both France and Belgium should be well satisfied with conditions and prospects," he said. "They are making good progress and with increasing momentum. They are in better shape than I had expected to find them."

Judge Gary said he was satisfied there was no ground for the assertion that Frenchmen were much dissatisfied with the attitude of Americans concerning the after effects of the war. He said the French are very friendly toward Americans and are deeply grateful for the service rendered during the war.

The iron and steel industry of United States attend the Institute meeting. The corporation heads and the independents are always there. It is the big chance the technical and operating heads have to meet the big executives, and also it is the big chance the former have of making the latter sit still and listen. When Judge Gary finishes, the meeting goes on with the discussion of highly technical matters. The steel barons may understand some of the discussion, but the chances are that much of it goes over their heads. But they do not bolt. They occupy the front seats and take their medicine in spite of the fact that practically all the steel men of the country are waiting around to meet them—for, as a matter of fact, there is a general scatteration of the members as soon as Judge Gary is through with his address.

One hears many exchanges of market news—for instance, that a fairly large tonnage of pig iron has sold at $40—that premium mills are doing in some cases as low as six cents on black sheets for Canada, with fair delivery, against 5.35 of the corporation, with no promise of quick action in the matter of shipment.

The rumors that the corporation might advance prices to cover the $50,000,000 which has been added to its freight bills, did not materialize in fact. If there had been any intention of making such a move, or had there been any necessity for it, three months ago was the time when it could have been put across. It would have a hard time trying to gain popularity now—in fact it could not be reconciled with the trend of Judge Gary's remarks, which were all pointed and tuned toward lower levels as soon as possible.

News of Western Canada

The Romance of a Western Hardware Firm

Interesting Details of the Small Beginnings of Those Who Later Formed the Firm of Merrick-Anderson Co., Winnipeg, Recently Merged With Marshall-Wells Co.

IN view of the recent merger of the wholesale hardware interests of Merrick-Anderson Co., Winnipeg, with Marshall Wells Co., it is interesting to read of the early days of pioneering in the prairie country of those who laid the foundation of the former company. Dealing with this subject the Manitoba Free Press printed the following editorial in a recent issue:

"Almost 40 years ago, in the earlier days, four young men, engaged in business here, roomed for some time together. All afterward became prominent and well known in the commercial and financial life of the city.

"Adjoining the apartment where the four young men lived was a smaller room, seven feet square. Two of the young men rented this space, and furnished it with a table, which cost $1.90, and a chair which cost 60 cents. They also secured the loft of a nearby stable for the purpose of a warehouse. One of these young men was Mr. T. A. Anderson, recently deceased, and the other was Mr. George Merrick. The first note which they discounted at the bank was for $500, and when it matured, it was renewed. It was finally paid by a loan from the father of Mr. Merrick, who, for many years, was an honored clergyman of the diocese of Montreal. It was stated that this $500 was the result of the savings of the clergyman through a period of 20 years, the emoluments of the faithful servants of the church being even more scanty in those times than in the present.

Supplied Goods to Early Settlers

"Beginning in this extremely modest and unassuming way, the firm of Merrick-Anderson has continued an uninterrupted business career to the present time. The city and province have had their vicissitudes in the interval, and hundreds of business enterprises have come and gone, but this organization was one of the few which have survived through the decades of trial and change. The firm never became very large, but it was always solvent, and through its activities in various lines it contributed to some extent to the development of the West. It supplied goods to many thousands of the earlier settlers, and wherever its representatives went they carried with them from the house good business principles and ideals.

"Both Mr. Anderson, now dead, and Mr. Merrick, the surviving partner, enjoyed the confidence, respect, and esteem of the business community of Winnipeg in a high degree. It was said of these partners many times that Mr. Merrick got the business, and that Mr. Anderson kept it. In recent years Mr. Merrick in a quiet way has rendered an important public service. He has taken a very deep interest in agriculture, and to the utmost limit of his knowledge and ability he has sought to foster it. He has for years endeavored to bring about a better understanding between the farmers and the financial institutions. He has consistently advocated the view that industrial development could safely be left to take care of itself, and that the entire effort of the Government ought to be devoted to the development of the agricultural interest. He was always ready with his money when it could be spent in the advancement of this cause, and was equally prepared for any personal service.

"As has already been announced in the news columns, Mr. Merrick has now decided to merge his business with that of the Marshall Wells company. Mr. Merrick becomes a director of the Marshall Wells company, and will confer on matters of policy of this larger concern. His many friends in the city express the hope that he may for many years continue to take the same interest in the public life of the province, and that he may continue to give his support to any agencies which are seeking the development and betterment of farm life here."

Sifton, Man.—Chas. Walwun has suffered a loss to his hardware store by fire.

Death of James J. Flemming

Winnipeg, Man.—James J. Flemming, for many years connected with the hardware trade, and latterly representing Merrick-Anderson Co., Ltd., died recently at the King Edward Hospital, Winnipeg. His hardware career was commenced when he joined the Chinic Hardware Co., Quebec City, as a junior. He remained with this firm until joining the staff of Lewis Bros., Ltd., Montreal, with whom he was connected until he went West in 1907 to accept a position with Miller Morse Hardware Co., Winnipeg, as chief of the invoicing and pricing department. He later joined Marshall Wells Co., Ltd., in the same capacity, and subsequently entered the employ of Merrick-Anderson Co., Ltd., with whom he was engaged at the time of his death.

Annual Convention of Institute of Mining

The annual convention of the Canadian Institute of Mining and Metallurgy, held at the Fort Garry Hotel, Winnipeg, is one of the most important gatherings ever held in the city. Delegates were present from all the provinces of Canada, and also from the United States. Representatives of gold, copper, nickel, steel, iron and silver mining corporations were present, and the coal mining companies, not only of the entire West, but of the East, also had delegates there. The asbestos, gypsum, building stone, and other mineral industries were represented as well. The proceedings lasted three days. Papers on the coal resources of the West, its transportation, etc., were read by the leading coal authorities.

Western Notes

Calgary, Alta.—The Hardwareteria has commenced business here.

Darmody, Sask.—Brown Bros., hardware dealers, have suffered fire loss.

Southey, Sask.—The Southey Hardware Co. has been burned out.

Pelly, Sask.—Lewis & Orchard are commencing a hardware business here.

Winnipeg.—W. J. Fulton, manager of the Dominion Radiator Company, has been appointed member of the Joint Council of Industry. He will replace John Stovel, M.L.A., on the board. Mr. Stovel resigned when he was elected member of the Legislature.

The Pig Lead Situation To-day

IN discussing the pig lead situation with John Irwin, vice-president and managing director of McArthur, Irwin Ltd., Montreal, Mr. Irwin referred to advices just received from their London office. The situation, as it obtains, will be of interest to Hardware and Metal readers. The cable states:

"The present position of pig lead supplies is that the arrivals from abroad during October are 8,500 tons more than are now en route to England, consequently a marked decline in stocks will shortly be apparent. In addition the shipments from Spain have been from stocks that have been piled up at the smelters, and liberal supplies from this source will not continue indefinitely as the output of the principal smelters has been curtailed at least 30 per cent., and it is the unanimous opinion that the current selling prices are far below present costs.

"If the Australian strike is settled upon the basis of the recent award it must not be forgotten that the lead output from Broken Hill will be reduced by 30,000 to 40,000 tons annually. Therefore under normal conditions an advance of from £6 to £7 would have been probable, but as might be expected the unsettled financial and industrial condition was reflected in the early part of the week in the lead market. A firmer tone is now evident and the market closed decidedly stronger at £34 17s. 6d."

Elucidates New Customs Ruling

IN view of the misunderstanding of the Customs Department ruling regarding the valuation of imports for duty, a definite ruling has been issued, as follows: All invoices shall be made out in the currency of the country when the goods are imported, or in the currency in which the goods are actually purchased. And in computing the value for duty of such currency the rate shall be based upon the actual value of the standard coins or currency of such country, as compared with the standard dollar of Canada. It will be necessary for the exporter to put on all invoices the following declaration:

The fair market value for home consumption at the time shipped shown on this invoice is £.. s.. d.. in paper currency, and is equivalent to £.. s.. d.. in gold sovereigns, as compared with the Canadian dollar, on the basis of $... to the pound sterling.

To make that perfectly clear we may give the following example: Supposing that an invoice shows that the fair market value for home consumption at the time shipped is £100 in British paper currency, and the rate of exchange on the said date is $3.9946, then the equivalent in gold sovereigns would be £80, on which latter amount the duty would be payable at $4.86 2-3 to the pound.

The British exporter will, of course, obtain the current rate of exchange from his banker on the day the invoice is made out, and the Canadian Customs will issue a bulletin weekly, showing the minimum and maximum rates for the week, for the purpose of verifying the exporter's statements.

The Customs Department will allow refunds for the amounts of duty overpaid since July 22, 1920, if certified amended invoices are forwarded with the above statement and signed by the exporter.

The pre-war values of standard currencies are still recognized whether of gold or silver. The difficulty is that no European Government would acknowledge that its paper currency has depreciated from its standard gold and silver currency, even if it had stopped payment in specie.

Therefore, exporters make the above declaration for the benefit of importers who pay the duty, not acknowledging depreciation of their own currency, but only relatively to the Canadian dollar.

New Plant at Allenby, B.C.

Allenby, B.C.—The plant of the Canada Copper Corporation, Ltd., at Allenby, B.C., began operations on October 18. Lack of transportation facilities prevented starting operations on July 1, 1919, when the place was ready.

SMALL ARMS DEPARTMENT

Continued from page 39

junior department is open to boys of 12 to 19, and in this way cadets, boy scouts, church clubs and Y.M.C.A. boys' departments may be embraced in any plan that interested parties desire to develop. It will thus be seen how elastic the application of the plan can be made, and it is for this reason that it should have a broad appeal to the trade.

One of the helpful features of the plan is that a dealer may call upon a booklet published by this manufacturer for guidance in forming or starting the formation of a club in his own community. But supposing he hasn't the time to do this personally, he will be able to enlist the expert help of a marksman — a representative of the company who will be asked to call and discuss the matter with the dealer, or better still, this expert would arrange to call on the principal of the high or public school and arrange to give the boys interested in such a plan a 15 or 20 minute talk, after four, outlining the plans of the club and enlisting their support. All little details of the scheme are thus made clear to the local enthusiasts, and many of the school masters or principals are taken with the idea and sometimes support it by becoming personally interested. They, perhaps to a greater extent than others, are quick to sense the advantages of the plan in cultivating in the boy manliness and self-reliance, keen observation, etc. The dealer could at least interest himself to the extent of introducing the school principal, the local master of the boy scouts or leader of such local club as may have been formed. In this way he would start the ball rolling, and the plan would doubtless gain momentum as time went on.

The possibilities of development as they affect the hardware trade are at least twofold. The sale of small arms and of small arms ammunition would be greatly stimulated, and the extent to which these two lines will sell is dependent upon the size of the community, but even more upon the aggressiveness with which the formation and starting of clubs is followed.

It is just at this point that the marksmen's junior department steps in, making it decidedly interesting for club members. After a decision has been reached to form a club, a supply of targets is furnished. These are of cardboard (Canadian standard 25 yards) central bull's eye ½ inch, counting ten points, outer bull, counting nine points, and rings counting 8, 7, 6, 5, 4, 3, 2 and 1 points. These targets, after being fired at in accordance with the club rules, with any standard "22" rifle, are forwarded to the headquarters and given so many points. Pins are awarded as follows, to contestants:

For Bronze pin.—Ten targets scoring 50 points each; Silver pin.—Shooter must have won bronze pin and also forward ten targets scoring 58 points each, or better; Gold pin.—Shooter to have won both bronze and silver pins and must send in ten targets scoring 65 points or better. Only one pin may be shot for during period of 30 days.

There are few boys, if any, who are not anxious to enter a competition where there is a reward at the finish. Any individual is the more interested in a competition when there is some mark or merit if it be earned.

The outlook seems favorable for the boosting of this idea. It will probably be necessary for the average hardware dealer to "set the ball rolling," and when matters get away to a start he will find opportunities for development by offering moderate prices on ammunition, etc. He may also cultivate within the growing generation a keener appreciation of the fine points of a better rifle, and, in the years to come, he will have cemented the growing lad—the man of the next ten years—to him for all that he needs in sporting goods, and will also have helped in the development of a better, brainier and more worthy type of citizenship. Have you tried the plan out? If you have, let Hardware and Metal have your experience to pass along to others.

Events in the Trade

Business Changes

Harriston, Ont.—W. J. Pike has been admitted into partnership with Ashley Blair, hardware merchant.

New Firms

Windsor.—Jas. R. Johnston, for the past ten years Western Ontario representative for H. S. Howland Sons & Co., Toronto, and D. H. Howden Co., London, Ont., has purchased the hardware business of D. L. Wigle & Son, Windsor. The store has been considerably altered.

* * *

Toronto.—J. A. McFadden has commenced a hardware business at 512 Danforth Avenue, under the name of the Danforth Hardware Co.

* * *

Toronto.—L. W. McNeil has commenced a hardware business at 1997 Dundas Street West.

Incorporations

Toronto. — The Dyrob Steel (Consolidated), Limited, has been incorporated with a capital of $1,000,000 to manfacture and deal in steel, iron and tools, their chief place of business to be at Toronto.

* * *

Montreal. — Ira Sessenwein, Ltd., has been incorporated with a capital of $30,000 to manufacture and deal in all kinds of iron and steel products, their chief place of business to be at Montreal.

Obituary

Toronto.—John Ross, of the hardware business of John Ross & Son, is dead.

* * *

Montreal.—John Norris, assistant inspection superintendent of the Northern Electric Company, Ltd., is dead. The late Mr. Norris was with the Northern Electric Company and its associated companies, since 1883. Deceased was 55 years of age.

* * *

What is described as one of the most impressive tributes ever paid to any man in connection with the glass industry was that in evidence at the funeral of J. R. Johnston, president of the Johnston Brokerage Co., Pittsburgh, and the Johnston Glass Co., of Hartford City, Ind., in Pittsburgh. Glass manufacturers, jobbers, workers, were largely represented among the mourners. Among the business associates who attended the funeral was Joseph Taylor, McKinnon Bldg., Toronto.

John R. Johnston, Jr., has been elected to the vice-presidency of Johnston Brokerage Co.

* * *

Hamilton, Ont.—The death of Frank Leslie Nash, the Steel Co. of Canada, Ltd., is announced. Mr. Nash was 54 years of age, and had resided in Hamilton for 51 years, 33 of which he had spent in the employ of the Steel Co. of Canada. He was prominently identified with several fraternal organizations.

Personal

W. N. Andrews, chairman of the board, Pratt & Lambert, Inc., is now at his winter home at Montesita, a suburb of Santa Barbara, Cal.

* * *

Toronto.—Fred R. Whittall, managing director of A. R. Whittall Can Company, Limited, Montreal, spent a few days in Toronto during this week.

* * *

Toronto. — Among those who attended the funeral in Hamilton, of the late F. H. Whitton, vice-president of the Steel Co., of Canada, Ltd., were J. H. Webber and C. J. Knott of the local office of the Steel Company of Canada; T. B. Williamson, of H. S. Howland Sons & Co.; James Hardy, secretary of the Canadian Wholesale Hardware Association.

* * *

Montreal.—Jas. Dowling, past president Canadian Wholesale Hardware Association, returned from the Atlantic City Convention on Tuesday. Archie McFarlane, of A. McFarlane and Co., is expected home from an extended trip to the Old Country this week. W. A. C. Hamilton, of the Consumer's Cordage Co., Ltd., Montreal, returned from a trip to the Pacific Coast.

* * *

Montreal.—Gordon Hale, of the sales staff of A. McFarlane and Co., Montreal, has returned from an extended sales trip through Ontario.

* * *

Montreal.—W. Twible superintendent Graham Nail Works, was in Montreal this week.

* * *

Montreal.—George Henderson, president of Brandram-Henderson Limited, is away to the Maritime Provinces on a tour of inspection. W. G. Harris, Sr., president of the Canada Metal Company, was a Montreal visitor during the week.

* * *

Guelph, Ont.—T. A. Keating, Bond Hardware Company, has been elected president of the Canadian Club of this city.

"Armco" in Moving Pictures

Something which the naked eye cannot see—the boiling of an incandescent mass of molten metal in an open hearth furnace, is shown in closest detail in motion pictures recently filmed at the Middletown, Ohio, plants of the American Rolling Mill Company. This "movie" is soon to start on a tour of technical schools, engineering societies, and sales conventions where the study of results in modern metallurgy is of paramount interest.

Canada Foreign Trade Increased $220,230,000 in Six Months

Ottawa. — Figures issued by the Department of Customs show an increase in Canadian trade for the first half of the fiscal year ended September 30, amounting to $220,230,040, as compared with the same period in 1919. The grand total was $1,274,878,592.

Opening Canadian Branch

Hamilton, Ont.—S. E. Ryder, Canadian manager of Moto-Meter Company of Canada Ltd., has opened the company's plant at Hamilton, and a complete line of moto-meters will be manufactured.

Whittall Can Company Appoints New Manager

Montreal.—H. R. Phipps has been appointed the Toronto manager for the A. R. Whittall Can Company, Ltd. Mr. Phipps assumed his duties at once and will occupy offices at 202 Royal Bank Building.

Popularizing the Use of Cement

Montreal. — An interesting address was delivered in Montreal last week by J. R. Curtis, of Chicago, a director of the extension division of the Portland Cement Association of that city. The work of that association is not one of selling, but of service, and even though the uses of cement have grown so extensively during recent years, Mr. Curtis pointed out the assistance that was available for dealers through efforts such as those exerted by his association.

Canadians Attend Atlantic City Convention

Among the Canadian hardware men in attendance at the big convention of the National Hardware Association held at Atlantic City, N.J., last week were: A. E. Dykes, J. H. Ashdown Hardware Co., Winnipeg, Man.; S. Rae, D. H. Howden & Co., London, Ont.; Col. Hatch, Canada Steel Goods Co., Hamilton; H. S. Alexander, Wood, Alexander & James, Hamilton; D. Griffith, B. Greening Wire Co., Hamilton; T. B. Williamson, H. S. Howland Sons & Co., Toronto; E. A. Gilverson and T. Lawson, Rice Lewis & Son, Ltd., Toronto; S. R. Kennedy, Kennedy Hardware Co., Toronto; Joseph Dowling and W. McCutcheon, Caverhill, Learmont & Co., Montreal; Geo. Davis, Hardware and Metal, Toronto; James Hardy, Canadian Wholesale Hardware Association, Toronto; Col. Starke and Herb Seybold, Starke, Seybold & Co., Montreal.

Canada Chief Importer of Tin and Terne Plate

Canada purchased almost one-third of the total exports of tin plate, terne plate and taggers' tin from the United States during August. These exports during that month aggregated 36,890,671 pounds, worth $3,061,972.

Iron Nails Are Taken For Tips in Russia

Halle, Germany.—"When we left for Moscow several months ago, Daumig and Stock (members of the German economic mission to Russia) advised me to fill my pockets with iron nails, one of which they said would readily be accepted throughout Soviet Russia in payment for courtesy or service."

This information was conveyed by Herr Crispien to the delegates of the Independent Socialistic convention.

Prospects Bright for Brazilian Trade

Montreal. — Returning to Montreal after an extended trip through the Maritime Provinces, during which he looked into trade possibilities with Brazil, Major E. L. McColl, newly appointed Trade Commissioner to that country, thinks prospects are bright for trade connections in that country.

Personal

Toronto.—Mr. Geo. A. Marshall, of Marshall, Son & Bunney, 39 Richmond St. East, Toronto, sailed on S.S. Metagama on October 23rd for England on a business trip and hopes to return about the middle of December.

Montreal.—J. R. Anderson, manufacturers' agent, 36 St. Dizier St., Montreal, has been appointed representative in the Province of Quebec for W. D. Shambrook & Company, aluminum ware manufacturers of Hamilton, Canada.

F. H. WHITTON DIES IN HAMILTON

General Manager of Steel Co. of Canada Failed to Rally from Operation

Hamilton. — F. H. Whitton, general manager of the Steel Company of Canada, died at St. Joseph's Hospital, Hamilton. Mr. Whitton failed to rally from a serious operation performed on October 21.

In the death of Mr. Whitton, Hamilton loses one of the leading figures in its commercial life. Deceased was born in Northamptonshire, England, 61 years ago, and spent his early youth in that country. He attended college at Cambridge, but when 18 years of age came to Canada and entered the employ of the Grand Trunk Railway at Montreal. He later removed to the United States, but returned to Canada to assume the management of the Ontario Tack Company, which position he held till 1907. When the Steel Company of Canada was formed Mr. Whitton was appointed assistant general manager and in 1916 became general manager.

F. H. WHITTON.

Mr. Whitton was prominent in social and religious life, as well as in the commercial world, being a devout Roman Catholic and a member of many clubs. He attended St. Joseph's Church. His wife and one son, Corbett F. Whitton, assistant secretary of the Steel Company of Canada, survive.

Incorporation has been granted to the British Radio Corporation of America to make, buy, sell, lease, etc., electric appliances of every description, including wireless, telephone apparatus, etc.

Death of Thomas Birkett

Ottawa.—The death is announced of Thomas Birkett, president of the Thomas Birkett, Son & Company, wholesale hardware merchants, Canal Street, Ottawa, and former mayor of this city. Mr. Birkett was born in the city on February 1, 1844, his father having come over from England in 1837 from Cokermouth, Cumberland. In 1866 Mr. Birkett began his career as a store proprietor by purchasing a small business at 24 Rideau Street, and rapidly forged ahead. Business did not stop Mr. Birkett from doing his share as a citizen, and he ably filled the offices of public school trustee, alderman, mayor, and Member of Parliament, representing his home city.

Mr. Birkett is survived by his second wife, one son, T. M., vice-president of the firm, one brother, one sister, two daughters-in-law, and a host of grandchildren. A Conservative in politics, a Methodist in religion, and a mason of over 50 years standing, a director of public institutions, and a philanthropic purse at the disposal of the sick and needy, left a record of sterling worth that will live for many years.

Merchants Ask for University Course

"We hope at our convention on the 17th of next month to make representations to the Government which will result in their establishing at the University of Toronto, as soon as possible, a course in business ethics, salesmanship, accounting and other subjects of interest to the retail merchants," said Mr. W. C. Miller, secretary of the Ontario branch of the Retail Merchants' Association.

Not only would the clerks in retail stores benefit by this, Mr. Miller said, but many merchants were prepared to take the course. He urged the establishment of this course at as early a date as possible, as the retailers were keenly interested in it as an aid to their business.

Canadian Imports of Hardware and Cutlery

Canadian imports of hardware and cutlery during the four months ending July in 1920 show an increase of nearly a million dollars over the same period in 1919.

The imports and origin are as follows:

From United Kingdom, four months ending July, 1918, $93,761; in 1919, $159,632; and in 1920, $630,449.

From United States during same period in 1918, $1,286,017; in 1919, $938,443; in 1920, $1,354,235.

Other countries in 1918, $33,060; in 1919, $19,908; in 1920, $23,587.

Total: 1918, $1,412,838; 1919, $1,117,938; 1920, $2,008,271.

Letters to the Editor

Communications expressing the opinions of subscribers concerning matters of interest to the trade.

TURNOVER TAX

The Editor, Hardware and Metal.
Dear Sir:—

The writer has read with interest your article on the proposed new tax. In a previous letter on this matter I mentioned the fact that under the General Turnover Tax, applying to manufacturer, wholesaler and retailer, all classes of business pay the same rate of tax. The concern with the large turnover and small net profit is hit hard, while a smaller concern with a much better net profit is let off very easy. Our wholesalers are up against this problem now, but can cover same, as their invoices are bulky. Now, the retailer in handling small goods must sell them by the piece or more, and in the case of a five cent sale must add a cent to the transaction or absorb the tax. Of course, if this change is made law we will all have to do our best to take care of ourselves in the collecting of the tax. It has been one colossal muddle from the beginning and has shown that not many of the different classes of business have been consulted. Whatever the decision is we hope that it will be kept permanent for a year at least, so that a thorough trial can be made. There is also another side to the turnover tax that, so far as we have read, has been overlooked, and that is the fact that the average poor man, of $900.00 or $1,000 salary, will pay the bulk of the tax, while the single people and couples without children will get off easy. The same applies to the people of better salaries that do and do not have families.

Yours truly,
DAKIN BROS.,
Digby, N.S.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

REPAIRS FOR OAKLAND STOVE

Patterson & Park, Dummer, Sask.—Kindly advise us where we can obtain repairs for Oakland cook stove.

Answer.—The North Dighton Stove Co., North Dighton, Mass., are the makers of this stove. They have no Canadian agent or distributor.

"GOLDEN RULE STOVE"

Leith Bros., Prince George, B.C.—Can you inform us of the name of makers or agents of the Golden Rule stove?

Answer.—The only maker of a stove of this name we have been able to discover is A. Weiskittel & Son, Baltimore, Md., U.S.A. We have been unable to trace a Canadian agent.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2119. **Hardware, etc.**—A commission agent in Barbados, in good standing and representing a number of English firms, is desirous of obtaining a Canadian connection for general hardware, including such lines as valves, stop-cocks, etc., for machinery; also nails, locks, etc.

2220. **Hardware and metal goods.**—A firm of commission agents in Port of Spain, Trinidad, and having a permanent branch office in Demerara and covering the West Indies, are desirous of getting in touch with Canadian manufacturers of hardware and metal goods of all kinds.

2228. **Hardware.**—A Rhodesian firm, with branch offices at Bulawayo, Rhodesia, and Beira, Portuguese East Africa, wish to get in touch with Canadian manufacturers of hardware of all kinds. Catalogues, together with price lists, requested.

2229. **Iron and iron products.**—A firm in Jassy, Roumania, are desirous to receive quotations c.i.f. Roumanian port, as well as other particulars, from Canadian firms in a position to export iron and iron products (tools, utensils, stoves, etc.)

2230. **Steel baling wire.** — An Ormskirk firm ask to be placed in touch with exporters of Canadian grain and steel baling wire used for pressing hay and straw by steam.

2222. **Hot-water heating stoves.**—A Devonshire firm wish to get into touch with Canadian manufacturers of hot-water heating stoves.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

CANNON PUMP OILERS

A new catalog has been issued by the Cannon Oiler Co., of Keithsburg, Ill., listing and describing the pump oilers made by this firm.

The Cannon oiler is a "force pump" delivering oil instantaneously to bearings and machinery parts needing oiling, saving time and eliminating danger, it is said, owing to the fact that with the extension spouts and the force pump attachments of these oilers oil can be pumped as much as 22 feet straight upwards and delivered at any angle and the danger of getting caught in revolving shafting, moving belting or dangerous pulleys is done away with.

The catalog illustrates the different styles of pump oilers made by the company; oilers are made for various needs, such as tractors, farm implements, as well as for all machinery in mills, factories and work shops, etc.

The construction details of the Cannon pump oiler are shown and described. All parts are interchangeable and pump leathers working in oil as they do rarely wear out and can be easily renewed if necessary.

The makers point out that the oilers will pay for themselves in a very short time by cutting down oiling time. No time is lost climbing ladders and manoeuvering same through the shop.

The Cannon Oiler claims to be the largest exclusive pump oiler manufacturers in the world.

ALUMINUM APPLICATIONS

The British Aluminum Co., Ltd., 265 Adelaide St. W., Toronto, Ont., have issued a booklet entitled "Aluminum Applications," showing a few of the many uses of aluminum. Some of the uses for this metal as illustrated are, automotive work and castings, aeroplane and engine construction, public passenger and commercial service vehicles, storage vats for nearly every industry, electric work of all descriptions, culinary utensils of every kind, bathroom fittings, and there is hardly an industry that does not find a use for aluminum in some shape or form.

The British Aluminum Co., Ltd., with head offices in London, Eng., have reduction works in Scotland and Norway, with mills in England, Scotland and Ireland. The New York office is 165 Broadway, and the company have branches and agents all over the world.

Aluminum publications are published by them dealing with different industries and those interested in the metal are invited to write or call at the Toronto office.

AUTOMOTIVE EQUIPMENT

A bulletin is just off the press, issued by John Millen & Son, Ltd., 321 St. James St., Montreal, and 53-57 Adelaide St. W., Toronto, illustrating some of the recent additions to their line of automotive equipment and automobile accessories.

The price list is printed on a sheet separately and is perforated so that it and the other pages can be added by the dealer to his regular Millen catalogue.

Attention is drawn to the line of jacks listed. The firm states that these jacks are representative of the British high standards, and are capable of handling all jobs up to the largest loaded truck with ease.

A copy of bulletin will be sent on request.

"MAPLE LEAF" STOVES AND FURNACES

A new catalog, No. 26, of the "Maple Leaf" line of ranges, heaters and furnaces manufactured by the Beach Foundry, Ltd., Ottawa, Ont., is just off the press.

The firm draw attention to the new lines, the "Falcon" and "Emblem" ranges, and the combined heater and cook stove under the name of the "Composite."

The Composite has proved a popular seller and is much in demand for flats and houses, where space is limited.

Besides the different ranges and cook stoves, the various styles of Quebec heaters, with or without grates, and with extension tops, are featured, and Shanty steel ranges and camp heaters are also manufactured and listed.

The Beach Foundry are makers of four types of furnaces for coal and wood, and the usual lines of cauldrons, kettles, feed cookers, registers, etc., are listed and shown.

The catalog is well printed and special features are the lists for ordering repairs and the instructions and directions for setting up and operating stoves and ranges and showing common faults and how to correct them.

Stove dealers are invited to write for a copy of this catalog.

Form New Firm

Montreal.—Charles E. Adcock and David Brewer have entered into partnership as manufacturers' representatives, with offices at 222 St. James street, Montreal. Both Mr. Adcock and Mr. Brewer are well known to the Canadian hardware trade, having covered the country from Newfoundland to Vancouver for many years. Mr. Adcock joined the firm of A. MacFarlane and Company, Ltd., Montreal, six years ago, and represented them throughout Canada, calling on the hardware trade from coast to coast. Prior to this he was associated with the wholesale hardware firm of McLennan, McFeely and Co., Ltd., Vancouver.

Mr. Brewer's association with A. McFarlane and Company, Ltd., covered a period of twelve years, he too travelling in all parts of Canada in the interests of this firm. Prior to this, Mr. Brewer was connected with the wholesale hardware firm of Caverhill, Learmont and Company, Montreal.

The new firm has secured several lines for Canada, having been appointed representatives for the Miller Lock Company, Philadelphia; Enterprize Manufacturing Co., Philadelphia, and the Millers' Falls Tool Company, Millers' Falls, Mass.

Twenty Years Ago

Items of interest reprinted from the Hardware and Metal files of twenty years ago.

Items of interest reprinted from Hardware and Metal of November 3, 1900.

* * *

"An observing business man who has just returned from a trip through the United States tells us that Americans are firmly convinced of a rising post-election market. It is claimed that prices are below the cost of production and that the financial concerns, to save themselves, will attempt to force prices at least to a paying basis."

In view of the present predictions as to post-election conditions in the United States, this item is interesting.

* * *

"J. W. Oram, 836 Yonge Street, Toronto, and the trustees of the estate of J. P. Mowatt, Campbelltown, are putting in Bennett's hardware shelf boxes."

* * *

"The Toronto office of Wood, Vallance & Co., located heretofore at 88 York Street, will remove about November 1 to more commodious and central quarters, 32 Front Street, west, near Bay Street. Mr. H. T. Eager who is in charge of the office invites the trade to call and inspect the firm's line of samples."

* * *

"Mr. A. T. Chambers, one of H. S. Howland Sons & Co's Northwest representatives, is in Toronto for a few weeks getting his samples in shape."

* * *

"Mr. Walter H. Cottingham, general manager of the Sherwin-Williams Co., accompanied by Mr. C. C. Ballantyne, Canadian manager, was in Toronto this week to visit their Toronto branch."

* * *

"Appended is the constitution recently adopted by the constitution committee appointed by the Retail Hardware and Paint Dealers' Association of the City and District of Montreal."

* * *

The following are some market quotations given in the November 3 issue, 1900:—Wire nails $2.85 per keg l.c.l. and $2.75 in carloads; cut nails $3.35 per keg, base price; sisal base price is now 7 1-2 cents and for manila 10 cents per pound; terne plates are quoted at $8.75 and IX at $10.75; black sheets base price is $3.40 per 100 pounds; English galvanized sheets at $4.85 and American at $4.50; ingot copper 10 to 20 cents; sheet copper 23 to 23 1-2 cents; white lead, pure, $6.62 1-2; liquid paints, pure, $1.20 to $1.30 per gallon; linseed oil, raw, 1 to 4 barrels, 84 cents; turpentine, single barrels, 63 cents.

Tendencies Continue Strong on Fire-Arms

Montreal.—In discussing the situation on fire-arms with Captain F. E. Fraser, of the Fraser Company, Montreal, Canadian representatives for B.S.A. Small Arms Co., Birmingham, England, Hardware and Metal was informed that the tendencies are very strong. This is due to the continued high cost of special grades of steel and to high wage costs.

Mr. Fraser feels that for some time at least, there will be no reduction of consequence in the price of small arms or of shotguns. The situation has been aggravated owing to the high price of fuel and at the present time the coal strike in England is not assisting towards the bettering of conditions from the price standpoint.

Deliveries Are Excellent

With regard to delivery, this has greatly improved of late and for some time past it has been possible to get prompt delivery of small calibre rifles as well as of army service rifles. As a matter of fact these may be had from stock at the present time and deliveries are exceedingly prompt. Supplies of rifles are satisfactory, and the trade is being supplied regularly with these.

The Army Service Rifle, which is the standard rifle used throughout the war by the British and Canadian forces, is available in desired quantities, and these are being sold rather freely in some sections of the Canadian trade.

With regard to double-barrel shotguns, Captain Fraser informed Hardware and Metal that the requirements of the Canadian trade, which call for a different chamber than that used in the English gun, have temporarily affected delivery. At the same time he assured Hardware and Metal that deliveries in 1921 would be very much improved and that this condition would soon be overcome. Shipments are looked for in ample time to meet the demands of early spring.

Problems of Price Readjustment Period

IT IS generally conceded that the hardware merchant who pays close attention to business, who is energetic and thoughtful every business day of the week, gets his reasonable share of the business that is procurable from the field he serves. Just now, when some would preach pessimism, it is the same, level-headed hardware merchant that can do much, in his own community, to steady conditions which might otherwise not improve. He is a factor in the present situation.

Weigh and Consider

A representative of Hardware and Metal was recently discussing the business outlook with a prominent Montreal hardware jober. "If people would only take the statements that are made in the press and then 'weigh and consider' them," he said, "this would save a great deal of anxiety, and people would find that there was no need to dread the future, and that, in time, prices would find their own right level."

There is a world of truth in this observation. The trouble with multitudes to-day is that they do not think. That is one reason why news headlines are taken, all too often, at face value.

In the prosecution of selling to-day, the hardware merchant can be of great assistance in advising his customers just what conditions are in the outside and larger markets. He can be a missioner of sane, sensible views, and in advising his customers frankly that, while the crest of the market on many lines has been passed, the process of price reduction will be gradual.

Take This Tip

"If this price re-adjustment is not based on a plan providing easy stages in its descent, it will go down with a crash and result in chaos. "Labor wages do not need to come down with the high cost of living if labor increases production."

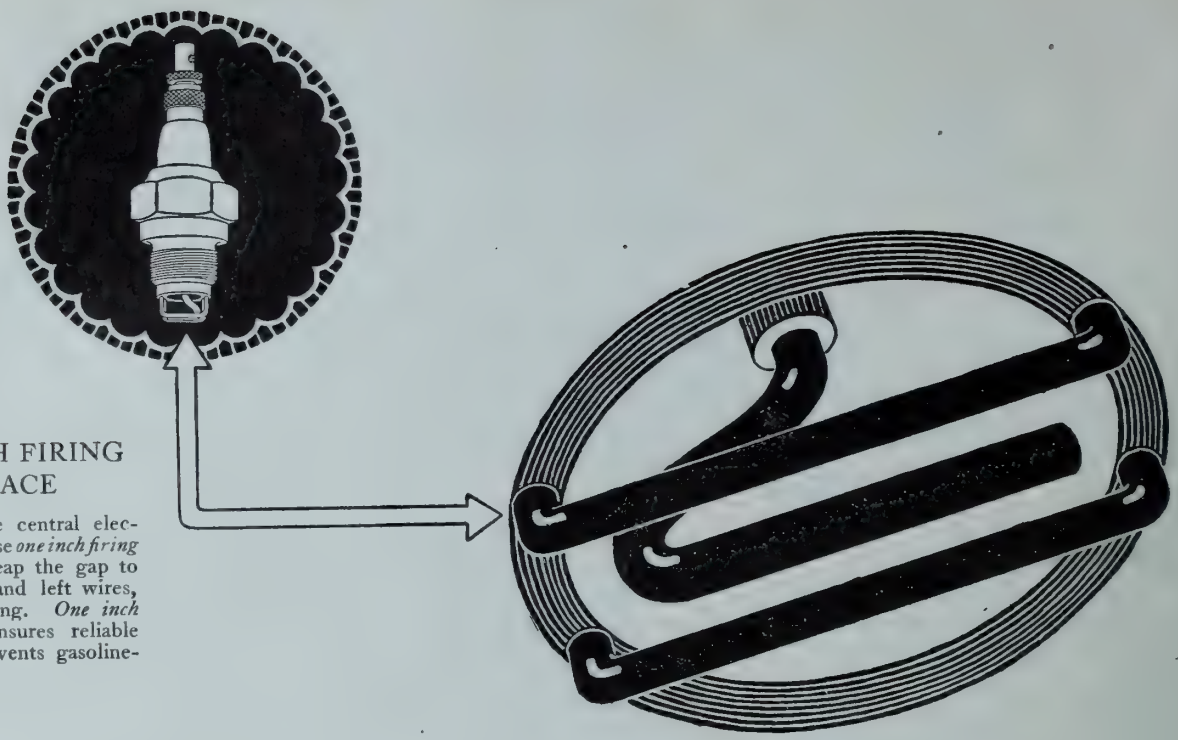
Those are the reported words of Herbert Hoover, known the world over as a sane, thoughtful administrator of one of the most important departments created by the war.

Montreal 1921 Motor Show

Montreal.—Dates have been arranged for the annual motor show of the Montreal Automobile Association, Ltd. This will be called the National Motor Show of Eastern Canada and will be held from January 22 to 29, both dates included. The Motordrome Building, in which last winter's show was held, will be the scene of this year's array of cars and accessories. It is understood that enquiries have already been made for space by car manufacturers.

Would Facilitate Trade Expansion

Montreal.—So extensive has the work of His Majesty's Senior Trade Commissioner become at the Montreal office that application is being made to the British Government for additional assistance. Increased appropriation of funds is being applied for. Among other pressing needs at the moment is that of the development of trade between Canada and India and Ceylon. Already, it is understood, the Canadian Government Mercantile Marine has helped supply a former lack of shipping between Canada and the Far East.



ONE INCH FIRING SURFACE

This shows the central electrode, from whose *one inch firing surface* sparks leap the gap to the stout right and left wires, made to live long. *One inch firing surface* insures reliable power, and prevents gasoline-formed carbon.

Canadian Money at Par

In three years Fyrac rose to third in production of 197 brands of spark plugs—unadvertised. The plug built its own business—not alone by performance, but also because at first glance the customer sees the Fyrac feature which assures that performance—*one inch firing surface.*

FYRAC

If interested tear out this page and place with letters to be answered.

One INCH Firing Surface

Today, by intensive advertising, that phrase is held ever before the consumer; that *firing surface*, plainly illustrated, is familiar to him—as is the service it assures.

A glance at the plug clinches the bargain. That flint-hard insulator, heat and air tested to withstand seventy-pound shocks 960 times a minute, tells better than words how enduring is Fyrac's service.

Fyrac sells itself, *keeps itself sold.*

FYRAC MANUFACTURING COMPANY, *Rockford, Ill.*

Canadian Department
Campbell Agencies, Richmond Bldg., Toronto, Canada

Export Department, 336 Whitehall Bldg., New York, U.S.A.

Spark Plugs

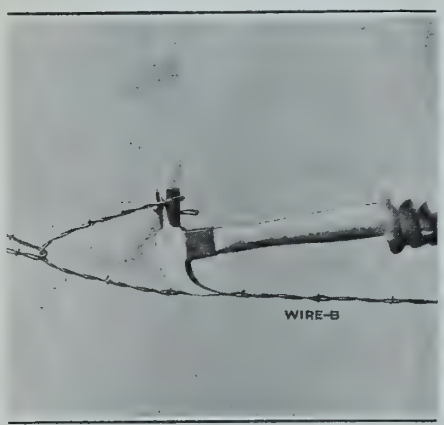
If interested tear out this page and place with letters to be answered.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

"CHENEY" FENCING TOOL

Henry Cheney Hammer Corporation, Little Falls, New York, are placing on the Canadian market through Richardson and Bureau, 55 St. Francis Xavier

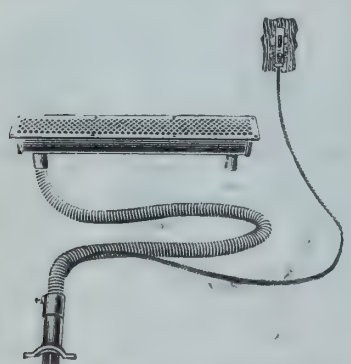


"Cheney" Fencing Tool

Street, Montreal, the "Cheney" Fencing Tool. This is really an ordinary hammer, in appearance, but in effect is a tool designed to meet the needs of farmers and fence-builders. The principle of the tool is that of acting, first, as a lever for stretching the wire when building a fence, and secondly in making a splice. In the accompanying illustration it will be seen how the tool works. The company's description is as follows: "When the wires are tight simply turn an entire hammer around B, making a splice as Fig. 2. This tool is simply a 1 pound four ounce plain hammer, with a 1-4-inch hole in the neck. It is fully warranted as a hammer as well as a fencing tool."

UTILITY PROTECTED HEATERS

The Utility protected heater, manufactured by the Hill Pump Valve Co., Chicago, Ill., utilizes the heat from the exhaust for the comfort of the passenger.



Utility Protected Heaters—Foot Rail Type.

It is made in two styles, the foot rail type and the register type. A simple control operated with one finger can be located at the driver's seat or in the tonneau, whichever is preferred.

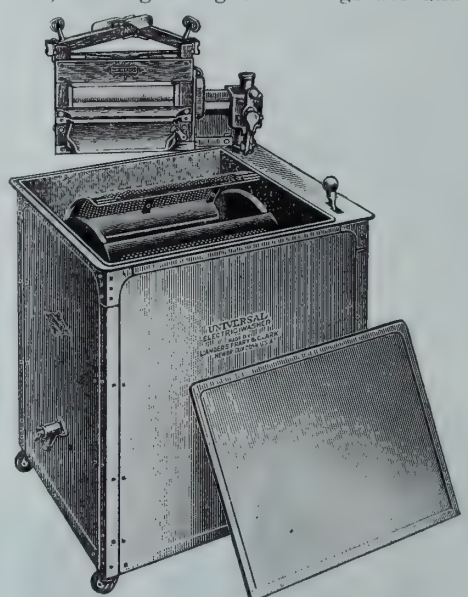
The heater can be had in either black or nickeled finish and is said to be noiseless in action and properly protected to allow sufficient heat to warm the car without burning shoes or robes.

"UNIVERSAL" ELECTRIC CLOTHES WASHER

The Universal electric clothes washer made by Landers, Frary & Clark, New Britain, Conn., manufacturers of the well-known Universal Home Needs, is guaranteed by them to be of the same high grade construction.

As can be seen from the illustration, the washer is of the enclosed type, eliminating all danger of clothing being caught in the driving mechanism. The side panel is removable to give access to all moving parts.

There are no belts or chains. The gears are of the automobile type of construction, running in light motor grease and



"Universal" Electric Washer

with ordinary family use will not need lubricating for several years, it is said.

The wringer is of the swinging reversible type, has four positions and will not operate except when locked in position.

Should motor become overloaded a safety clutch cuts off power, preventing injury to motor or mechanism, it is stated.

A control lever at top of machine starts motor, stops it and releases tension of wringer rolls by one stroke of the hand.

LUTHER GRINDER

The Dimo-Special type of Universal tool grinder now offered to the Canadian trade is distinctive in that it is offset at such an angle that it makes for greater

Luther Grinder

convenience in grinding. It sets on bench or table instead of hanging on the edge, making it better balanced and eliminating vibration.

In place of being cut straight across the gears are helical so that parts of at least three teeth are in mesh all the time, insuring steady pull, smooth action and greater wearing surface.

It is finished in black enamel and made by the Luther Grinder Mfg. Co., Milwaukee, Wis.

MARBLE'S NO. 16A SHEARD SIGHT NOW READY FOR SAVAGE RIFLES

New sights for Savage rifles are being put on the market by the Marble Arms & Manufacturing Co., of Gladstone, Mich., and the following is the maker's description of same:

The Sheard gold hunting or target sight shows up well in darkest timber and under no circumstances will it blur. It shows the same color on different colored objects and greatly improves the shooting. The Marble Co., Gladstone, Mich., announces that the No. 16A Sheard sight is now ready for the model 1920 .250 bolt action Savage rifle. They are also supplying their No. 47 standard front sight with 1-6 or 3-32 ivory or gold bead, No. 47 V.-M. front sight and No. 47 Sheard gold bead front sight for the model 1919 .22 N. R. A. Savage rifles. The No. 48 standard and No. 48 Sheard gold bead front sights are being made suitable for the Model 10 Stevens pistol.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

PRICES of hardware commodities are ruling firmly this week with the exception of products of cotton, such as sash cord, cotton cordage, twines, etc., which show a further decline as the result of lower raw cotton prices.

New quotations for screen doors and window screens and refrigerators for next season show some advances.

Polish mops, repair links and new extras on tinning wire show increases.

The metal markets with the exception of lead and copper hold firm, but reports from Pittsburgh indicate a general dulness with cancellations in steel and pig iron.

Country business is fair but would be improved by a spell of cooler weather.

Montreal Markets

MONTREAL, October 28.—Prices have been firm this week on some lines, among them being pumps, lamp and lantern glasses, polish mops, iron bars, pipe and small hardware. Repair links are up. There is a great weakness on cotton goods, twines being reduced materially. Galvanized sheets, some expect, will soon be priced lower. Lead pipe may decline. New extras are out on tinning and coppering wire. Some expect grindstones to advance. Country trade is active, while city demand might be improved.

Pump Sales Active and Stocks Fair

Montreal.

PUMPS.—The fall demand for various cistern and well pumps is now very active and prices are firm. Stocks are in fair condition although there does not seem to be any great surplus in jobbing quarters here.

Line of Polish Mops Will be Advanced

Montreal.

POLISH MOPS.—Prices will be advanced, Hardware and Metal is informed, in Liquid Veneer mops on November 1st. The new prices will probably be $20 per dozen, with a resale cost to the consumer of $2.50 each. No mention is made of polish prices.

Sheets May be Less Before Many Weeks

Montreal.

SHEETS AND PLATES.—Advices are encouraging with regard to galvanized sheets. Supplies are coming forward in increased quantities from week to week and there is reason to anticipate that there will be some lowering of prices in the immediate future. The declines will at first be slight, some believe, but the outlook is better than it was, considerably so.

BLACK SHEETS—		
10 gauge	....	10 95
12 gauge	....	11 00
14 gauge	....	11 05
16 gauge	....	11 15
18-20 gauge	....	11 20
22-24 gauge	....	11 25
26 gauge	....	11 30
28 gauge	....	11 45
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	15 00
28 gauge	....	14 60
26 gauge	....	13 25
22 to 24 gauge	....	14 05
20 gauge	....	14 05
18 gauge	....	14 05
16 gauge	....	12 75
English Standard—		
28 gauge	13 50	13 00
26 gauge	13 25	12 95
24 gauge	12 65	12 35
22 gauge	12 30	11 90
18 and 20 gauge	11 60	11 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Steel and Iron Bars Showing Improvement

Montreal.

STEEL AND IRON.—There is some improvement of delivery, though this is slow in developing. Jobbers state that they are able to secure supplies a little more rapidly and in the meantime the situation is steady and the undertone firm. Business is quite active.

IRON AND STEEL

Common bar iron, 100 lbs.	5 15
Refinish iron	6 15
Iron finish machinery steel	5 25
Mild steel	5 30
Band steel	5 50
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	5 20
Tire steel	5 50
Toe calk steel	6 20
Harrow Tooth Steel	5 45
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined Iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Wares and Stoves Are in Fair Demand

Montreal.

WARES AND STOVES.—Prices have been maintained on various wares. There is a fair demand for these, although many of the booking orders, most of them in fact, have gone forward. Prices do not promise to be higher, but for some time manufacturers believe it will not be possible to make much lower prices, if any.

STOVES are in fair demand. The mild weather conditions of recent weeks have served to ease the demand for heating stoves, and had this not been the case there would have been considerable noise from some sections of the trade. As it is, some manufacturers are sold out for the season, practically speaking.

Rope Prices Held; Tendencies Better

Montreal.

ROPE AND CORDAGE.—No changes have been made from the latest lists issued about three weeks ago. The manufacturers are working along on fair supplies. Production of manila hemp is reported to be one-third short of normal this year, and this will mean that the world supply will be much short, though the raw material may be ample, even at that. There will be no advance in price, Hardware and Metal is assured, but declines are expected to come about only gradually. Pure manila is quoted at 33½c base, New Zealand and Beaver at 26c and sisal and lathyarn at 21½c per pound.

High-grade Gasoline Will Probably Hold

Montreal.

OILS, GASOLINE.—Prices remain unchanged this week, and there is a fair sale for both products, coal oil selling at 31 cents per gallon and gasoline at 43½ cents, motor grade. While there may be some relief in the way of lower prices on ordinary grades of both oil and gasoline in the near future, refiners state that the higher test grades are likely to remain firm.

Steady Demand For Small Firearms

Montreal.

FIREARMS.—There is a steadily good demand for some types of firearms, although small calibre rifles are not selling as freely as the trade would like. Supplies are satisfactorily large and the trade is taking care of them without difficulty. Prices show a tendency to decline and a firm undertone is expected to continue for some time.

Builders' Hardware Is Scarce Still

Montreal.

BUILDERS' HARDWARE.—There is a considerable strength of undertone to the market on various kinds of builders' hardware. According to advices secured by Hardware and Metal, indications do not point to any serious change of price, although the peak of the market has perhaps been reached on a number of lines. The difficulty of getting high-grade steel and the maintenance of wages at their high points are two factors holding the market as it is at present.

Small Tools Now Selling Actively

Montreal.

TOOLS.—There is a fair demand for tools from the trade, hammers and such lines being in active demand. This line has shown little inclination to change from the price standpoint, quotations being held firmly.

Active Movement on Various Wrenches

Montreal.

WRENCHES.—There is considerable activity in various lines of wrenches, and these are going forward to the trade regularly. Prices remain unchanged, the undertone being fairly steady.

Better Sales Prevail on Aluminum Wares

Montreal.

ALUMINUM WARE.—There is a steadily urgent demand for aluminum ware in this market, manufacturers, jobbers and retailers all experiencing an active demand from the trade. Prices are steady and unchanged and stocks are fairly satisfactory.

Twenty-five Per Cent. Reduction on Twines

Montreal.

TWINES.—Cotton wrapping twines have declined in price, in common with the general decline in cotton products. Three-ply in balls is now selling at 61 cents per lb., 4-ply, 67 cents and 3-ply in cones 57 cents. This price range is the lowest that has obtained for a long time. Some are selling one grade at 54 cents a pound and this is a reduction from the high levels of 25 per cent.

Slight Improvement in Iron Pipe Deliveries

Montreal.

PIPE.—The pipe market is without material change this week, although the continued shortage of galvanized pipe in small sizes is giving the jobbers considerable concern. So long as demand remains as active as at present stocks will likely continue short. One jobber states that delivery is improved, but only slightly so.

Standard Buttweld Pipe
List No. 46
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	23.74
2	28.31	34.97	32.01	38.67
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
2	$32.01	$38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

Repair Links Are Marked Up

Montreal.

REPAIR LINES.—Prices have been revised upwards on japanned repair links and the new net prices per gross are as follows: 3-16, $6.80; 1-4, $8.00; 5-16, $8.50; 3-8, $11.50; 7-16, $15.60; 1-2, $23; 9-16, $31.50; 5-8, $43.50; 3-4, $72.

Common Solder Sets Selling at $2.40 Doz.

Montreal.

SOLDER SETS.—A change has been made in the price of common soldering sets and No. 10 are now selling at $2.40 per dozen.

Candle Wick Much Lower Now

Montreal.

CANDLE WICK.—A decline of price has been made this week in candle wick, the same selling at 75 cents per lb., which is considerably lower than prices have been for a long period.

New Extras For Tinning Various Wire

Montreal.

WIRE GOODS.—There is a fair movement of various wire products, although this year there does not seem to be the usual heavy enquiry for baling wire. New extras have been announced on coppering and tinning and these are as follows: No. 0 to 12, 75 cents per 100 lbs.; No. 13 to 16, 90 cents. These charges are for coppering, whilst the tinning extras are: No. 0 to 12, $2 per 100 lbs.; No. 13 to 15, $2.50, and No. 16, $3 per 100 lbs. An extra charge over these additional prices is made for papering of 30 cents per 100 lbs. and for burlapping 30 cents.

Active But Scarce Are Animal Traps

Montreal.

GAME TRAPS.—There is a fair demand for game traps at the present time but certain sizes are scarce. The movement will continue during fall months, and for the time being supplies will likely continue inadequate.

Horse Shoes Move Actively

Montreal.

HORSE SHOES.—An active demand exists at present for horse shoes, which, while unchanged in price, have a strong tendency.

Nail Stocks May Soon be Improved

Montreal.

NAILS.—Demand for wire nails is active, although jobbers expect that demand will fall off in the near future. This will mean that manufacturers will be able to accumulate a little more stock but in the meantime supplies are rather short. Standard wire nails remain unchanged at $6.40 per keg and cut nails at $6.90.

Strong Undertone on Various Chimneys

Montreal.

LAMP GLASSES.—There is an active sale just now for lamp glasses and lantern globes. The former have advanced in price recently but there has been no

increase as yet in the price of lantern globes. The market is very firm, however, and with the strong undertone prevailing at present it is not probable that lantern globes will be moved upwards.

Prices to be Higher on Various Grindstones

Montreal.

GRINDSTONES. — The market on grindstones is very strong and prices may be advanced in the near future, jobbers feel. The movement is rather brisk at present and supplies are fairly large.

Sales Are Active of Cobbler Sets

Montreal.

COBBLER'S SETS.—There is a good demand at present for cobbler's sets, which are moving forward actively and supplies are said to be fair. There is no indication of any price change at the present time.

Food Choppers Moving and Prices Steady

Montreal.

FOOD CHOPPERS.—The demand for food choppers at the present time is active and while prices have remained unaltered the market holds steady, with supplies fair.

Solder May Advance; Lead Pipe May Ease

Montreal.

LEAD PRODUCTS.—Prices are unchanged this week on various lead products. Lead pipe may possibly be revised downward in the immediate future. Solders are considered pretty low at present levels and one manufacturer states that there is probability of a reaction upward. The present trade movement is fairly satisfactory.

Lead pipe, per 100 lbs.	....	17 00
Lead waste, per 100 lbs.	....	18 00

Note.—Lead pipe is subject to a discount of 10%

Lead traps and bends		List plus 30%
Lead wool, lb.	....	0 15
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs. sq.-ft., lb	....	0 13¼
Do., 4 to 8 lbs. sq. ft.		0 13

Cut sheets ¼c lb. extra and cut sheets to size. ¾c lb. extra.

Solder, guaranteed, lb.	0 31½
Solder, strictly, lb.	0 29½
Solder, commercial, lb.	0 26½
Solder, wiping, lb.	0 26¼
Solder wire (8 gauge)—	
40-60	0 33¾
45-55	0 36
50-50	0 38¼
Zinc sheets, casks	0 16½
Do., broken lots	0 17

Weakness Manifest on Old Materials

Montreal.

OLD MATERIALS—Prices are easing on the whole list of old scrap. Manufacturers are still able to get along without buying extensively, and this means that there is a certain accumulation of supplies in dealers' hands that they will probably have to take less for. There is strong probability of further declines coming.

DEALER'S BUYING PRICES

Automobile tires	....	0 01
Yellow brass	0 07	0 08
Red brass	....	0 15½
Light brass	....	0 05½
Scrap zinc	....	0 05¼
Lead, heavy	0 05	0 06
Lead, tea	....	0 03½
Light copper	0 13	0 14
Heavy copper	0 16	0 17
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)	....	22 00
Pipe scrap, per ton	....	12 00
Stove plate, per ton	....	30 00
Heavy melting steel	....	20 00
No. 2 busheling	10 00	12 00
Boiler plate	17 00	18 00

Ingot Melats Are Not So Unsteady

Montreal.

INGOT METALS.—The market this week has somewhat steadied itself, and prices are not subject to the sudden fluctuation obtaining last week.

TIN.—The market has reacted somewhat this week, although price remains unchanged at 50 cents per pound. The condition is considerably stronger in London.

COPPER.—This has continued rather weak and uninteresting with electrolytic selling at 21 cents per pound and casting at 23¾ cents.

LEAD.—Nine cents a pound is quoted. The market is fairly steady.

SPELTER.—The market is slightly weaker and quotations state that it is 9¼ cents per pound and there is little demand.

ANTIMONY.—This is still selling at 8¾ cents per pound and little trade is being expected.

ALUMINUM.—The prices still range from 35 to 37 cents per pound and trade is much restricted.

Toronto Markets

TORONTO, Oct. 28.—Most hardware prices have been firmly held this week; the exception being cotton goods, such as sash cord, twine, rope and clothes lines, which have all had another decline as the result of lower raw cotton prices.

Prices out for next season's booking on screen doors and windows, and on refrigerators show an increase, and the same is the case with farm and lawn fencing.

While a little improvement is observed in deliveries of bar iron and steel and wire nails and a better condition is believed imminent in wrought pipe, there is a very great deal of shortages. It is said that a cold spell will reveal a scarcity of stoves and heaters.

At the present time a little quietness is reported in business.

Collections are said to be good.

Screen Door Prices For 1921 Are Higher

Toronto.

SCREEN DOORS—New prices for booking for next spring are issued for screen doors and while new prices are not very much in excess of present prices, they constitute an advance of about 25 per cent. above booking prices of a twelvemonth since.

The higher cost of all materials, labor, etc., but especially the increased cost of lumber is given as the reason for advance in prices.

New quotations are given:

Screen doors, ⅞ in. thick, dowelled, 4-in. styles—No. 1, grained only, $23.25 doz.; No. 2, grained only, $28; No. 21, grained, filled and varnished, $35; No. 21½, grained, filled and varnished, $36.50; No. 24, grained, filled and varnished, $36.50; No. 3, grained, filled and varnished, $38; No. 6, grained, filled and varnished, $39.75; No. 8, grained, filled and varnished, $41; No. 9, grained, filled and varnished, $46.15.

1⅛-in. thick, mortised frame—No. 28, 3-in., grained, filled and varnished, $42 doz..

Stock sizes—A, 2 ft. 6in. x 6 ft. 6 in.; B. 2 ft. 8 in. x 6 ft. 8 in.; C, 2 ft. 10 in. x 6 ft. 10 in.; D, 3 ft. x 7 ft.

Combination Storm and Screen Doors.—No. 80, 1⅛ in. thick, mortised, interchangeable panels, grained, filled and varnished, $80 per doz.

Higher Prices For Refrigerators

Toronto.

REFRIGERATORS—The new prices for next season's booking for Paris make of refrigerators show an advance over last year's prices, due to increased cost of lumber and other materials. The manufacturers state that all costs entering into the manufacture of these goods is costing more, not only lumber, but the metal used, and locks and fastenings. Varnish and enamels also cost more than they did a year ago.

Range Boilers Selling; Prices Unchanged

Toronto.

RANGE BOILERS—The demand for range boilers has been very fair. Supplies are said to be sufficient in spite of shortage of material. Manufacturers had made up these goods before the scarcity of material became so severe and had stocks of boilers on hand to meet the demand. There is no change in quotations.

Sash Cord Prices Reduced Again

Toronto.

SASH CORD—New and lower quotations are in effect on sash cord, due to recent declines in raw cotton. This is the second reduction within a few weeks. New prices are the following: No. 6, 88c per lb.; No. 7, 87c; Nos. 8 to 12, 86c.

"Mendets" Advanced; Selling Prices Higher

Toronto.

MENDETS—There has been an increase in the price of "Mendets," the little repair plugs for tin and enamelware, and instead of 10 and 25c packages these are now put up in sizes to retail at 15 and 30 cents.

Cotton Clothes Lines Are Cheaper

Toronto.

COTTON CLOTHES LINES—The decline in cotton prices is responsible for lower prices on cotton clothes lines. New prices are: 40 ft., $3.05 per doz.; 48 ft., $3.65; 60 ft., $4.60.

Window Screen Prices For 1921 Booking

Toronto.

WINDOW SCREENS—The booking prices for 1921 booking for screen windows are now out. They are approximately 20 per cent. over last year's prices, though very little above prices ruling at the close of the present season. Quotations are the following:

PERFECTION WINDOW SCREENS

No.	High	Closed	Open	Per Doz.
12	10 in.	20 in.	32½ in.	$ 4.40
12½	10 in.	24 in.	40½ in.	4.90
1	14 in.	15 in.	22½ in.	4.25
13	14 in.	18 in.	28½ in.	4.80
14	14 in.	20 in.	32½ in.	5.15
14½	14 in.	22 in.	36½ in.	5.45
15	14 in.	24 in.	40½ in.	5.90
16	14 in.	34 in.	60 in.	8.15
2	18 in.	18 in.	28½ in.	5.65
3	18 in.	20 in.	32½ in.	6.20
4	18 in.	22 in.	36½ in.	6.60
5	18 in.	24 in.	40½ in.	7.25
6	22 in.	22 in.	36½ in.	7.80
7	22 in.	24 in.	40½ in.	8.40
8	22 in.	26 in.	44½ in.	9.10
9	24 in.	26 in.	44½ in.	9.90
10	24 in.	34 in.	60 in.	12.20

TERMS.—2 per cent. for cash, 30 days, or 90 days net from date of shipment, or if shipped prior to May 1st, may be dated May 1st.

Reduction in Prices of Cotton Rope

Toronto.

COTTON ROPE—A decline has taken place in cotton rope prices following lower cotton prices.

Lower Quotations on Cotton Twines

Toronto.

COTTON WRAPPING TWINE—A further reduction in the prices of cotton wrapping twine has taken place as the result of a lower raw cotton market. The 3 ply in balls, selling in 5-lb. cotton sacks, is now quoted at 62c per lb., and the 3 ply cones at 57c per lb.

Iron and Steel Supplies Improving

Toronto.

IRON AND STEEL—An improvement is reported in deliveries of iron and steel. Better service is being given by the mills with improved transportation facilities. Prices are ruling firmly and while no increases are expected, little hope is given of any decline for the present. General quotations are as under:

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 6 25
Common bar steel, ¼ in. and heavier	5 75
Common bar iron, 3-16 in. and lighter	6 25
Common bar iron, ¼ in. and heavier	5 75
Angle base	6 00
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 60
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	6 00
Hoop steel	7 50

But Little Change in Steel Situation

Toronto.

BLACK AND GALVANIZED SHEETS—Very little that has not already been said can be mentioned regarding sheets. While some profess to see a little improvement in deliveries, others say conditions are worse if anything. There is scarcely any doubt that the lighter gauge of sheets, especially galvanized, are still very scarce, and if the coal strike in Great Britain is prolonged, the supply of sheets from there will be cut off. A lessening of demand and cancellations was reported by independent sheet makers in the States, during the week, and an increase in prices was asked. A large jobber in sheets and metal stated to Hardware and Metal that producers claim that the cost of production has been raised so that demand must increase and present prices be maintained or production will have to be curtailed. Prices are only nominal yet and as much as fifteen cents per pound is said to be asked and obtained for sheets.

BLACK SHEETS

14 gauge	$10 15
16 gauge	10 25
18-20 gauge	10 70
22-24 gauge	10 75
26 gauge	10 80
28 gauge	10 50
3-16 inch plate	7 00
¼-inch boiler plate	6 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier	Apollo	
10¾ oz.	$12 50	13 25	$15 00
U.S. 28	12 70	12 85	14 75
U.S. 26	12 40	12 55	14 25
22 and 24	12 25	12 40	14 00
18 and 20	11 95	12 10	13 75
16	11 95	12 10	13 50
12 and 14	11 20	11 95	....

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Soil Pipe and Fittings Unchanged; Quotations

Toronto.

SOIL PIPE AND FITTINGS—No change has taken place in soil pipe or in soil pipe fittings. Prices are steady and unchanged. The demand has been good, but it is said to be lighter now.

No Quotable Change in Compression Goods

Toronto.

COMPRESSION GOODS — No changes are reported on compression goods, valves and bibbs. Stocks are fairly plentiful, with no apparent shortage. Quotations on the better known lines are the following:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C.	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	list plus 20%
Radiator valves, standard	23%

Seine Twines; Prices Are Lower

Toronto.

SEINE TWINE—Lower prices are in effect on seine twine, following the drop in raw cotton prices. New quotations are as follows: Nos. 12 and 15, 96c per lb.; No. 18 and up, 95c per lb.

Pipe Still Scarce, But Improvement Expected

Toronto.

STANDARD PIPE—At the present time pipe of all descriptions, especially the small sizes, is very scarce, and is causing a great deal of inconvenience and delay in many jobs. Manufacturers, however, report an improvement visible in conditions. Transportation is said to have improved to the extent of making supplies of skelp more available and the plants, if improvements are maintained, will be able to make much better deliveries, it is stated. The trade generally, both jobbers and retailers will be very pleased to see some improvement, but stocks are so depleted that it will be some considerable time before they could become normal again. Prices are unchanged, as follows:

LIST NO. 46
Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01

⅜	5.31	7.41	5.91	8.01
½	7.10	8 63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2 66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4 39	4.39	5.21

Pipe Fittings Holding Unchanged

Toronto.

PIPE FITTINGS—There is not much difference in conditions regarding pipe fittings. A little improvement in supplies is reported, but until deliveries of pipe become better there will not be a very great demand for fittings. Quotations are unchanged, as follows:

PIPE FITTINGS

Cast iron fittings	Plus 10%
Plugs	7½%
Bushings	10%
Unions, ¼-in. to 2½-in.	30%
Do., ⅛-in. to 3-in. and larger	25%
Dart unions, ¼-in. to 2-in.	8%
Do., 2½-in. and larger	Plus 5%
Nipples, up to 4-in.	50%
Do., 4½-in. and larger	40%
Do., running thread, 4-in. and under	20%
Couplings, 4-in. and under	20%
Couplings, 4½-in and larger	Net list

MALLEABLE FITTINGS

Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

No Change in Cotton Waste Prices

Toronto.

COTTON WASTE—Conditions in the waste trade are reported to be steady with a fairly good demand. No further changes are announced in prices and it is pointed out that the price of waste did not advance in the same proportion as did other cotton goods, and there is not likely to be the same decline as has been experienced in some of these lines. Present quotations are as follows:

WASTE WHITE

XXX	0 23
XX, grad.	0 21½
XLCR	0 20
X Empire	0 18½
X Press	0 16½
XC	0 18½
XXX	0 23
XX	0 21½
X	0 20
Polishing	0 27
Cream, Polishing	0 26

COLORED

No. 1	0 18
No. 7	0 16
No. 1A	0 14½
No. 1B	0 12½
Fancy	0 18
Lion	0 16
Standard	0 14
Popular	0 12
Keen	0 10

Above lines subject to trade discount for quantity.

Metallic Roofings Scarce; Good Demand

Toronto.

METALLIC ROOFINGS—Prices are still ruling very firmly on the various grades of metallic roofings and sidings. There is the same difficulty in getting supplies and light gauges of materials are very much below the demand. The strikes in Great Britain will tend to make matters worse, as supplies from there were beginning to be heavier and an improvement in supplies from the Old Country was expected.

Rope Is Quieter; Prices Maintained

Toronto.

ROPE—There is no change in rope quotations and business at present is seasonably fair with sorting up sales. No change is expected at present. Prices are maintained, as follows:

Pure Manila, basis	0 33½
Beaver Manila, base	0 26
New Zealand hemp, base	0 26
Sisal, base	0 21½
Single lath yarn	0 21½
Double Lath Yarn	0 22

Two-cent Decline on Black Oils

Toronto.

BLACK OILS—A reduction in prices of two cents per gallon is announced this week. The summer oil is quoted at 31.10 per gallon, and the winter black at 31.60.

Lead and Zinc Products Maintained Prices

Toronto.

PRODUCTS OF LEAD AND ZINC —No further changes in these goods are reported. Prices are fairly well maintained on the finished product, though ingot and pig lead have easier quotations than formerly. Solder is unchanged. Quotations are given herewith:

Lead pipe, list, per lb.	....	0 17
Lead waste pipe, list, per lb.	....	0 18
Do., over 8 in., list, per lb.	....	0 19
Lead traps and bends	....	add 30%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	....	0 12¼
Cut sheets ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, lb.	....	0 41
Solder, strictly, lb.	0 35	0 36
Solder, commercial, lb.	0 31	0 33
Solder, guaranteed, lb.	....	0 37
Solder, wiping, lb.	....	0 30½
Zinc sheets, per lb.	....	0 19

Very Quiet in Waste Materials

Toronto.

WASTE MATERIALS—The waste market is in an unsettled condition with prices tending in a downward direction. Business is very small and while quotations are given, they are not being adhered to in all cases. Cast iron is the only metal showing firmness.

WASTE MATERIAL

No. 2 busheling	$13 00
Stove plate, pe rton	32 00
Yellow brass	0 10
Red brass	0 15¾
No. 1 machinery cast	33 00
Heavy melting steel	18 00
Heavy copper	0 16
Scrap zinc	0 06
Light brass	0 08
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Heavy lead pipe	0 05¾
Tea lead	0 03
Automobile tires	0 02½

Liquid Veneer Mops Advance in Price

Toronto.

LIQUID VENEER MOPS—An advance of approximately 25 per cent. takes effect in the price of Liquid Veneer mops on the 1st of November, and new quotations are $20 per dozen.

Wire Nails Supplies Improved

Toronto.

WIRE AND CUT NAILS.—Some improvement in deliveries of wire nails is noted, but there is still a scarcity of certain sizes. Cut nails are becoming scarcer. Prices ruling are $6.40 base for wire and $7.35 for cut nails.

Fencing Quotations For Spring Booking

Toronto.

FENCING.—Prices are now out for fencing for shipments up to April 1 next, guaranteeing against decline in prices. The discounts on the Steel Co. of Canada Ltd. lists are: Farm fence, car lots, 10 and 5 per cent.; less than car lots, 10 per cent; gates, 10 per cent.; lawn fençing, 10 per cent.; steel fence posts, 10 per cent.; fence tools, 10 per cent.; f.o.b. Montreal. Freight allowed on 50 rods and over.

New Prices on Copper Wire

Toronto.

COPPER WIRE.—The new prices on copper wire show a decrease. Copper wire on electric basis is quoted at $24 per 100 pounds f.o.b. Toronto and Hamilton; freight equalized.

Ingot Metals Quieter; Some Easier Prices

Toronto.

INGOT METALS—The markets in ingots are rather dull again this week. A little lower level has been reached on some metals. Tin recovered somewhat, copper is very weak and lead, while easier, has slowed up.

TIN—Tin, true to its form, has again recovered, and is quoted at 50 to 52, or two cents above last week's prices. The coal strike caused a sharp break, but it reacted later.

COPPER—This metal is reported as very dull and sagging bodily. Further price-cutting is in evidence and present prices in U.S. markets are below pre-

war levels. Local quotations for casting copper are 22 cents per lb.

LEAD—Weaker and quiet will reflect the state of this metal. With easier prices it appears to be steadying. London, England, markets are firming. Quotations here are at nine cents.

SPELTER—A slightly easier tone is shown in quotations at 9½ cents.

ANTIMONY—This is reported weak and dull with little demand and prices unchanged at 10 to 14 cents per pound, according to grade.

ALUMINUM — This metal is unchanged, but little trading or interest being shown. Quotations are unchanged at 37 to 39c per lb.

New Extras Noted on Wire

Toronto.

WIRE EXTRAS.—The following are extras now in effect on wire:

	Per 100 lbs.
Coppering, 0-12 gauge	0 75
Do., 13-16 gauge	0 90
Tinning, 0-12 gauge	2 00
Do., 13-15 gauge	2 50
Do., 16 gauge	3 00
Annealing	0 25
Mild drawn	0 40
Oiled and Annealed	0 50
Papering	0 30
Burlapping	0 30
Papering and Burlapping	0 60

London Markets

LONDON, Ont., Oct. 28.—Prices of hardware lines are holding firm and very few changes have gone into effect this week.

Business in London and surrounding districts is seasonably good with merchants and jobbers reporting a steady and healthy trade.

Collections continue remarkably good.

Wire Nail Supplies; Some Sizes Improved

London, Ont.

NAILS—There is said to be an improvement in the supplies of wire nails and they are coming in better now, some sizes though are still very scarce. The base price for wire is unaltered at $6.25 per keg, and $7.50 is still the base price for cut nails.

Turpentine Holding; Prices Unchanged

London, Ont.

TURPENTINE—No change has taken place in turpentine prices and present quotations are the following:

1 barrel lots, gal.	2 05
2 to 4 barrel lots, gal.	2 04
5 gal. lots, gal.	2 20

Linseed Oil Unchanged; Demand Fair

London, Ont.

LINSEED OIL—A fair normal demand for linseed oil is being experienced which is quoted at prices reported last week.

	Raw	Boiled
1 to 2 barrels, gal.	1 47	1 50
3 to 5 barrels, gal.	1 46	1 49
6 to 9 barrels, gal.	1 44	1 47

Less barrels add 15c gal.

White Lead in Oil Demand Light

London, Ont.

WHITE LEAD IN OIL—The demand for white lead in oil at present is only light and sales have not been heavy. Prices remain unchanged at following quotations:

Pure, tons, $20.45 per 100 lbs.; less ton, $20.80; Elephant, tons, $20.95 per 100 lbs.; less tons, $21.30.

Cotton Wrapping Twines; Lower Quotations

London, Ont.

COTTON WRAPPING TWINES — New and lower prices are in effect on cotton wrapping twine, due to declines in the raw cotton markets. The cones are quoted at 70 cents per lb. in 3 ply, and 74 cents in 4 ply. The 5 lb. sack of 3 ply balls is selling at 70 cents per lb.

Shellac Prices Lower; Ten Per Cent. Decline

London, Ont.

SHELLACS—A reduction of approximately ten per cent. has taken place in shellac prices and the following lower prices are now in effect:

	White	Orange
1 gal. jugs, gal.	7 30	6 80
½ gal. jugs, gal.	7 40	6 90
¼ gal., gal.	7 60	7 30
Pint bottles, doz.	12 05	11 75
½ pts., doz.	6 40	6 05
¼ pts., doz.	3 60	3 40
⅛ pts., doz.	2 20	2 10

Screen Door Prices For Next Season

London, Ont.

SCREEN DOORS—Booking prices are now out for screen doors for the spring of 1921, and are in advance slightly of this year's prices. New quotations are given as under:

Sanderson-Harold Make—Doors: No. 1, grained only, $23.25 doz.; No. 2, grained only, $28; No. 3, with brackets, grained, filled and varnished, $38; No. 21, Mission style, grained, filled and varnished, $35; No. 8 with panel, grained, filled and varnished, $41; No. 9, with panel and oval, grained, filled and varnished, $46.15.

Window Screen Quotations For 1921 Unchanged

London, Ont.

WINDOW SCREENS—The following prices are quoted for next season's booking for window screens. They are practically unchanged from this year's prices.

Window Screens—No. 12, $4.40 doz.; No. 12½, $4.90; No. 1, $4.25; No. 13, $4.80; No. 14, $5.15; No. 14½, $5.45; No. 15, $5.90; No. 16, $8.15; No. 2, $5.65; No. 3, $6.20; No. 4, $6.60; No. 5, $7.25; No. 6, $7.80; No. 7, $8.40; No. 8, $9.10; No. 9, $9.90; No. 10, $12.20.

No Change in Rope; Demand Smaller

London, Ont.

ROPE—The sales for rope at the present time are light and are mostly of the sorting up variety. Prices are unchanged, as follows:

Pure manila, 33½c lb. base; beaver manila, 26c lb. base; New Zealand hemp, 26c lb. base; sisal, 21½c lb. base.

Root and Ensilage Forks in Good Demand

London, Ont.

ROOT FORKS—There is a very good sale at the present time for beet, potato and ensilage forks. The quotations for these lines is 50/10 per cent.

Ammunition Sales Continue Good

London, Ont.

AMMUNITION—The sales for ammunition, both loaded shot shells and metallic cartridges still continue very good and with the near approach of the deer hunting season many sorting up orders are coming to hand. The Dominion make is quoted at list less 37½ per cent. and the Winchester and Savage makes at 27½ per cent. above American list.

Horse Clippers Are Selling Well

London, Ont.

HORSE CLIPPERS—At the present time there is a good seasonable sale for horse clippers and selling prices are: Handicap, $2.95 pair; Newmarket, $3.50 pair; No. 1 Stewart power, $12 each.

Brisk Demand For Electric Washers

London, Ont.

ELECTRIC WASHERS—This fall is witnessing a very brisk demand for electric washing machines, and sales of the different makes are very good. Prices are as per current market quotation pages, less 20 per cent.

Horse Shoes and Nails Have Good Movement

London, Ont.

HORSE SHOES AND NAILS—There is a very good movement of these lines just now and present selling prices are as follows:

Horse Shoes—Iron, No. 1 and smaller, $8.50 per 100 lbs.; No. 2 and larger, $8.25; light steel, No. 1 and smaller, $8.95 per 100 lbs.; No. 2 and larger, $8.70 per 100 lbs.

Horse Shoe Nails. — Capewell, 10% off list; Montreal, M.R.M., Brand, net list.

Good Sales For Flashlights, Batteries

London, Ont.

FLASHLIGHTS AND BATTERIES—These lines are having very good sales at the present time, and the demand this season seems larger than usual. Prices are unchanged.

Oil Polishing Mops Expected Advance

London, Ont.

POLISHING MOPS—There is a very good demand for these lines and the Liquid Veneer make is expected to advance to a higher price about Nov. 1.

Neverslip Toe Calks in Good Demand

London, Ont.

TOE CALKS—The following are present quotations on the Neverslip toe calks which are in good demand at the present time. The discount from list is 15 per cent.

Neverslip Toe Calks—No. 4 x 5-16 in., $3.10 per 100 lbs. list; ⅜ in., $3.10; 7-16 in., $3.30; ½ in., $3.30; 9-16 in., $3.50; ⅝ in., $3.50. Less 15%.

Lanterns and Globes Are Selling Well

London, Ont.

LANTERNS AND GLOBES—There is a good seasonable demand for lanterns and also for lantern globes at the present time. The tin case lantern in both short and long patterns is quoted at $15 per dozen and globes as follows: Cases of 1 doz., $1.20 per doz.; 3 doz., $1.15; 6 doz., $1.10.

Thumb Latches Moving; Present Quotations

London, Ont.

THUMB LATCHES—These articles are meeting with a seasonably good demand at the present time and prices are: No. 2, $2.35 per doz.; No. 3, $3.10; No, 4. $4.75.

Good Demand For Spades and Scoops

London, Ont.

SPADES AND SCOOPS—Very good sales are being made on ditching and drain spades at the present, and also on grain and coal scoops. Selling prices are list less 35 per cent.

Skates and Hand Sleighs Easier

London, Ont.

SKATES AND HAND SLEIGHS—Shipments of booked orders for skates and hand sleighs are being shipped out promptly and supplies this season should be easier than was the case last year.

Coaster Wagons Moving; Present Quotations

London, Ont.

COASTER WAGONS—There is a very fair sale for the Auto-Coaster wagons despite the higher cost. Present prices are:

No. 00, $62 doz. list; No. 01, $116; No. 1, $133; No. 2, $145; No. 3, $160; No. 4, $182. Less 35%.

Aluminum Figures Costing More

London, Ont.

ALUMINUM HOUSE NUMBERS—A new higher price is being quoted on aluminum figures used for numbering houses, etc., and they are now quoted at 60 cents per dozen.

Winnipeg Markets

WINNIPEG, Oct. 28.—Very few lines of hardware have any revision in prices this week. Higher prices are in effect on annealed wire, bright market and coppered spring wire. White lead is also a little higher in price. Little improvement is reported in deliveries of pipe and fittings, or in sheets and plates. The lighter gauges of galvanized sheets are still very scarce.

The sale of automobile tires and accessories has continued good on account of the exceptionally good weather all over the west. In general trade is falling off a little which can only be expected at this time of the year. Fall and winter goods are in fair demand.

Collections continue good.

Wire Nails Are Still Scarce

Winnipeg.

WIRE NAILS—There is a heavy demand for all sizes of wire nails and there is only a limited supply of certain sizes. Prices are unchanged and are quoted at $7.35 base.

Scarcity of Wire; Higher Quotations

Winnipeg.

WIRE—There has been a continued scarcity of wire on the market and the demand is heavy. The prices have been advanced slightly and are as follows:

Annealed—Nos. 0 to 8, $7.60; No. 9, $7.70; No. 10, $7.75; No. 11, $7.85; No. 12, $7.90; No. 13, $8.10; No. 14, $8.20; No. 15, $8.45; No. 16, $8.90.

Bright Market.—Nos. 0 to 8, $7.85; No. 9, $7.95; No. 10, $8; No. 11, $8.10; No. 12, $8.15; No. 13, $8.35; No. 14, $8.45; No. 15, $8.70; No. 16, $9.15.

Coppered Spring—No. 8, $11.16; No. 9, $11.26; No. 10, $11.38; No. 11, $11.55; No. 12, $11.70; No. 13, $12.01; No. 14, $12.23.

Freight Rates Increase White Lead Prices

Winnipeg.

WHITE LEAD IN OIL—The demand for white lead in oil continues good and the price has been advanced slightly, due, principally, to higher freight rates. Following are the quotations on Decorators' Pure:

1-lb., $24.10 per 100 lbs.; 2-lb., $24.10; 5-lb., $23.60; 12-lb., $22.10; 25-lb., $21.60; 100-lb., $21.60.

Penberthy Valves Up in Price

Winnipeg.

VALVES—Many lines of brass goods have gone up in price and among them are Penberthy valves which are quoted as follows:

Globe and Angle—20% advance on list.
Check—20% advance on list.
Regrinding Swing Chuck—25% advance on list.
Gate—10% advance on list.

Compression Bath Cocks Costing More

Winnipeg.

BATH COCKS—A new higher price has been made on bath cocks, compression, and they are quoted at 25 per cent. off the list prices.

Cotton Waste; Lower Prices Expected

Winnipeg.

COTTON WASTE—There is very little demand for cotton waste at the present time, probably due to everyone holding back awaiting decisions on the fluctuation of the cotton market. It is expected there will be a revision in prices in the near future.

Cutlery Is Scarce; Prices Are Firm

Winnipeg.

CUTLERY—Shipments of cutlery from the Old Country are coming in very slowly. Many are booking at firm prices and it is doubtful whether a sufficient supply will be forthcoming to meet the demands. Many orders are being received for pocket cutlery and table cutlery.

Penberthy Oilers Higher in Price

Winnipeg.

OILERS—New higher prices are recorded this week and are quoted as follows:

Slide Top—No. 300, 5% adv.; No. 301, 5% adv.; No. 302, 5% adv.; No. 303, 5% adv.; No. 304, net list; No. 305, net list.
Salute—50% off.
Sancho—Nos. 600, 601 and 602, 15% off; Nos. 603, 604 and 605, 15 and 2½% off.
Sultan, No. 652, 10% adv.; Nos. 653, 654, 655, 656 aid 657, 7½% off.
Safety Crank Pin, 5% adv.

Penberthy Grease and Oil Cups Costing More

Winnipeg.

GREASE CUPS—A revision has been made in the prices of Penberthy grease cups and they are higher. Following are the quotations:

Grease Cups—Samson, Nos. 800, 801, 802 and 803, 5% adv.; Nos. 804 and 805, 25% adv.
Silex—Nos. 900, 901, 902 and 903, 20% off; Nos. 904, 905, 906 and 907, 15% off.
Oil Cups—Screw top, 5% off; spring top, 15 and 2½% off.

Candle Wick Packing Drops in Price

Winnipeg.

CANDLE WICK PACKING—The price on candle wick packing has dropped three cents per pound and is now quoted at 85 cents per lb.

Pittsburgh Markets

PITTSBURGH, Oct. 28.—General dullness characterizes the iron and steel markets, with very little new buying, and through present conditions are not expected to last long, the general opinion is that the turning point with regard to prices will not be reached for some months.

Prices on steel bars, considered probably the strongest of the steel products, have been cut.

A decline in foundry coke prices has taken place, but with the present high level of coke, pig iron cannot come down very much.

PITTSBURGH, Oct. 28.—Few parallels can be found in history for the present dullness of the iron and steel markets. There is no new buying of any consequence in pig iron, none at all in semi-finished steel and scarcely any in finished steel. Pig iron and semi-finished steel contracts are, by trade custom, firm and not subject to cancellation, but there is latitude, particularly in pig iron, as to delivery. Sometimes, as a few months ago, the furnaces are behind in deliveries. Now many consumers are instructing furnaces to defer shipment or reduce the rate of shipment. In finished steel products, while there was a considerable volume of cancelling a few weeks ago there is further cancelling even now, together with many requests for postponement of shipment. If a correct statement could be prepared it would probably show that the independents as a whole are losing more by cancellations and postponements than they are gaining by booking new business, while, of course their order books are thinning each day by the amount that they ship.

Sometimes when orders fall off the iron and steel producers get into a pessimistic frame of mind and look on the dark side of things. That is not the case at this juncture. Those who held their prices down and those who sought the highest price obtainable, during the scarcity, realized very well that the situation could not last and that a staple basis with reasonable profits would have to be established some time, fair prices resulting in a healthy and full demand eventually. That is the prospect the producers are now looking forward to. There will have to be lower prices and there will have to be a period of light operation, but prices are not expected to become really unprofitable and the period of light operation is not expected to last long.

Producers Variously Situated

The steel market is a very disorderly one, and it is uncertain in what manner prices will decline and how long the decline will require. This complexity results from the producers being situated so variously. In times past, when demand stopped, the mills, or at least the large mills, would find themselves all in about the same position as to the volume of business on books. Then it was a clear case of holding prices until as much tonnage as possible had been squeezed out of the contracts. Eventually a point would be reached when there was more business to be obtained by reducing prices than by holding prices and shipping on contract.

Now, however, the mills are very variously situated. The Steel Corporation is booked for an average of about nine months. Some of the large independents are booked for three or four months, provided the market stays up moderately well. Other large independents have much less business on books. Among the small mills a few have a good volume of business but some have practically nothing. The state of order books today depends upon the price policy pursued this year. The mills that sought the highest prices had to keep their order books clear so as to be able to make early deliveries, for it was early deliveries that brought the highest prices, and at the same time they were quite unable to sell ahead. These mills have made a great deal of money and can well afford to sell at very low prices, even below cost, for the purpose of buying their way into the trade again. Some, however, seem to prefer idleness. Instances are cropping out of a mill that was formerly one of the very highest priced sellers being now the lowest priced seller among the independents.

Steel Bars Cut

The Pittsburgh Crucible Steel Company suddenly began offering merchant steel bars in rounds, squares and flats, at 2.35c, which is the Steel Corporation price. Other independents have been quoting 3c to 3.25c, and while they learned within a day or two of the cut, they assert they will not meet the cut or even reduce prices, preferring to sit back and let the company involved fill up. In the past few weeks bars have been considered one of the strongest, if not the strongest, item in the whole list of steel products.

In plates the majority of the mills are naming 3.25c as "the market" and then cutting this figure, on individual inquiries, down to 3c as the limit. There are exceptions, however. Two western mills have quoted 2.65c and 2.75c respectively, and a sales representative of one of the mills is reported to have canvassed his trade offering to go $1 a ton below any quotation received elsewhere.

While it is still uncertain whether steel prices will experience most of their decline in the next few weeks or will hold, for, say, two or three months and then begin their real decline, predictions are already beginning to appear as to how long the general readjustment will require, the prediction being that next April will see the turning point, with prices at their minimum and with buying increasing.

There is much discussion as to the attitude of the United States Steel Corporation, which has maintained up to date the Industrial Board prices of March 21, 1919, except for two or three little advances made last August. There have been continued rumors for two months past that the corporation would advance its prices slightly, by an average of $3 or $4 a ton, based on the increasing costs caused by the freight rate advances of August 26. This would give the independents some encouragement to drop to the corporation price level. There is, however, the factor that since the war-time control there has been no realignment of prices, one price with another, on the basis of production cost and relative demand, and a horizontal advance in the Steel Corporation prices would hardly produce a fair and equitable price structure. Very few predict, however, that the independents will reduce their prices just to the Steel Corporation level, whatever that may be, the view being that when the independents get down to the corporation level they will have to cut under the corporation prices in order to get business.

Two or three small lots of basic pig iron have been sold by furnace inter-

ests at $40, valley, marking a further decline in the market of $2 a ton, a total of $8.50 from the top price, reached late in August. In Bessemer iron there is recorded a decline of $1.50, to $47, valley, as a furnace interest has formally offered iron at that figure, though, as a matter of fact, a single carload represents the only sale actually reported. Foundry iron remains quotable at $47, valley. An inquiry for a round tonnage would no doubt develop a lower price, but the inquiry must first appear.

Pig iron cannot find its true level as long as coke is at an altogether fictitious level. There has been a spectacular decline in coke in the past week, but there is still much distance to travel. In approximately a week Connellsville furnace coke for spot shipment has dropped from $17 to $14. Foundry coke lags in the decline, being quotable at about $17, but in time it will respond to the furnace coke market. A price of $8.50, or half the recent $17 price, may be seen within a fortnight or a month, but as even that would be nearly six times the $1.50 price that prevailed in May, 1915, no one can say where the coke market will stop.

To Protect the Honest Debtor

G. T. Clarkson Who Helped Frame the New Bankruptcy Act Explains Its Details—Is a Check on Fraud—Standardize Basis for Winding Up Estates.

G. T. CLARKSON, who was a member of the committee that assisted the Dominion Government in framing the new Bankruptcy Act, which came into effect on July 1 last, recently traced the history of insolvency legislation from the time of Confederation down to the present, and outlined a number of the outstanding features of the new act. Under the terms of Confederation, the Dominion Government has control over all matters affecting bankruptcy, and the Insolvency Act was passed in 1869. This act remained in force until 1880, when it was repealed, and since that time action regarding bankrupts had been carried on under the provisions of the various Provincial Assignment Acts. Owing to the fact that there were nine of these acts in force throughout the Dominion, and each of them different to a more or less degree, it was decided to have Dominion-wide legislation that would control all matters pertaining to bankruptcy.

The new Bankruptcy Act supersedes the Provincial Assignment Acts, which, although economical, were varied, and to a large extent also supersedes the Winding-Up Act, although in certain cases connected with corporations, the creditors can decide whether the latter legislation will be used. The new act governs all matters affecting the insolvency of individuals, partnerships and corporations in Canada, except banks, the incentive to commit fraud and companies, building societies and saving banks, which are still dealt with under the Wind-Up Act.

In framing the new act the advantages and benefits of the old Assignment Acts were recognized, and many of the disadvantages of the old Winding-Up Act are expected to be abolished. Mr. Clarkson explained the provisions of the act regarding ranking of creditors and the order of payment and said that the act now permits an honest or unfortunate debtor securing a discharge, while a dishonest one cannot secure one. Thus the incentive to committ fraud and compound with a creditor for the best possible rate is withdrawn.

"It will be seen," he stated, "that the Bankruptcy Act will be of benefit in that the bases for the winding up of estates throughout Canada are standardized by it, and that the different Assignment Acts are superseded. It also means that the unfair preferences that have existed in some of the provinces will be done away with, and unwilling debtors will be forced to turn their property over to their creditors. The honest debtor is protected throughout. If the new act is to be successful and to operate economically, that can only be done when the procedure under it is held simple, and formalities are not allowed to surround it, as has happened in the operation of the Winding-Up Act."

Exports of Ready Mixed Paints,

Exports of white lead from the United States to Canada during August, 1920, amounted to 7,425 lbs., valued at $909.

Exports of ready mixed paint to Canada amounted to 5.987 gals., valued at $11,895.

Exports of varnish to Canada during the same period amounted to 11,454 gals., valued at $18,493.

Exports of zinc oxide to Canada amounted to 806,271 lbs., valued at $76,-459.

Good Trade Prospects for Canadian Products

"WE could have trebled or quadrupled our sales if we had been able to get supplies of iron and steel of various kinds, and there still is a great shortage. We tried to secure 25,000 tons of steel rails from Canada and it was not possible to get even a small portion of this amount."

Tr. de Schryver, general manager and director Th. de Schryver, wholesale hardware and metals, Auckland, New Zealand, thus spoke in the course of an interview with Hardware and Metal on the possibilities of trade expansion as between the two countries. Mr. Schryver has been in Canada for a few weeks conferring with Canadian manufacturers whose lines he distributes in the Southern Dominion, and seeking better connections, particularly from the standpoint of transportation. After twenty years experience in importing Canadian products he is more enthusiastic than ever regarding the possibilities. His efforts, aside from those of his own personal interests in securing the lines his firm sells extensively, have been exerted toward securing a recognition of the possibilities by interesting shipping companies in establishing a direct line of steamers to New Zealand, and of the ultimate success of this Mr. de Schryver is confident.

"Our country needs many manufactured products that you, in Canada, produce. We have extensively imported nails and iron and steel bars. But of these we have been unable to get enough. Much more could have been sold, and the New Zealanders have a real desire to obtain products from the Colonies and will buy more. During the war it was not possible to obtain goods from the ordinary sources — particularly from Great Britain, and to some extent the great amount of trade between the Mother Country and ours has not returned to its normal volume. But this will, as circumstances permit, get back to much the same basis as before. Canada stands well in the estimation of the New Zealanders and there is every possibility of increasing trade between the two countries. It has been figured that, in the matter of trade between England and New Zealand, and New Zealand and England, things pretty evenly balanced, so that imports and exports were about equal. It is possible to develop along the same lines with respect to our trade with you.

"There are many other lines that we require. Among these are various automobile accessories and, as these are not manufactured to any extent by us, they will sell readily. Paints and varnishes are in good demand and are already being imported. Various railway supplies, too, are needed. And we can, of course, use increasing quantities of steel products, for ours is extensively an agricutural country."

Mr. de Schryver's firm also handles stamped and other wares extensively.

"Floor Paint Week" Stimulates Fall Business

Preparation of Verandah and House Floors to Withstand Winter Elements is Very Necessary—Encourages all Season Painting—Suggests Interior Finishing of Walls and Woodwork—How One Dealer Planned a "Floor Paint Week."

THE prolonging of the clear crisp fall season this year has greatly extended the possibilities for paint sales in most sections of the country. While stove trade has been slack in some cases owing to the prevailing mild weather many dealers are making up for this deficiency by continuing to sound forth the advantages of fall painting. In farming districts where a good crop has been harvested the farmer has had plenty of opportunity to take a rest from his labors and then have time left to carry out the suggestion of the local hardware dealers that he apply some of his profits this year to capital account by helping to preserve the buildings and implements which make it possible for him to earn his living. The educational work being done along this line, linked up with the efforts of the dealer, has proved a success according to reports from a number of districts, both rural and urban.

When the appeal for this class of business becomes unseasonable there are a number of other distinctive and seasonable classes of paint trade to which the dealer can turn his attention. One of the first of these is floor finishes. The sloppy weather of fall makes it difficult to keep the floors of the home in good condition especially if there are a number of children to track snow and slush into the house. Unless floors are well protected and given constant attention they will soon reflect the damaging effect of such treatment. It takes very little to spoil good hardwood floors, laid at big cost to-day, and it also takes very little to preserve them. Then there is verandah floor paint to be sold. There are few verandah floors which are not much rubbed after the summer's use, and if the snows of the winter are allowed to settle and thaw on such floors, the flooring will very likely have to be soon replaced through warping or rotting. The shoveling of snow off verandah floors and steps in the winter also is hard on the woodwork and makes it necessary that every possible protection should be afforded.

Woman Customer Suggests Special Floor Paint Sale

In this connection the following statement, overheard in a hardware store recently, is significant. A woman customer conversing with the paint clerk asked why the store owner did not get after local people to paint their porch and verandah floors better, pointing out that every house now has a verandah or porch of some kind and that she had noticed that lack of sufficient paint on such woodwork greatly detracted from the appearance of the respective houses. The hardware dealer kept the matter in mind and a little close observation revealed the truth of the woman's statement. He thereupon decided to hold a "floor paint week" in the fall of each year. This plan is now working successfully in his case, quarts being the favorite quantity sold and grays and drabs the popular colors.

Selecting the Stock

For those who might adopt the suggestion this dealer points out that in order to avoid overstocking and any too great investment of capital it is advisable to prepare for such a week by stocking quarts only in say three of the best selling shades. He says to fix the resale price at as popular a figure as possible consistent with good business practice. This line can be made the leader of floor finishing specials which can comprise waxes, floor mops, polishes, etc.

During the week regular floor paint colors for interior work will be featured along with varnish stains for floor use.

Planning the Advertising

In the advertising many of the splendid arguments for fall painting can be put forward. The logical time to protect the floors against the elements is in the fall of the year just prior to the time when they will receive the greatest amount of abuse. In regard to house floors there is a strong appeal in the fact that people are confined indoors more in the winter than in the summer and the floors come in for more use in the winter months. While much of this kind of work has been done in connection with spring housecleaning in the past, yet customers are reasonable enough to see the advantage of taking these steps towards preservation in the fall of the year. Judicious advertising and sales talk will do much to arouse interest at this time of the year, and help to bring all year business to the paint department without detracting any from the usual rush of spring business.

Encourages All Season Painting

Another important factor in establishing such periods as a floor paint week is the fact that it encourages the general idea of painting and makes easier the appeal for other classes

(Continued on page 64)

MOORE'S Guaranteed PAINTS

The Paints with Qualities that make the "Save the Surface" Slogan possible.

"Save the surface and you save all" *Paint & Varnish*

Shingle Stain

Moore's Shingle Stain will protect Shingles from decay, and prolong their life by years. This efficient stain can be used either by dipping, spraying, or hand method.

Roof and Barn Paint

Is composed largely of Oxides ground finely and thoroughly incorporated with our processed oil.

It is a very elastic and durable paint, works easy, covers well, retains its color, will not peel or blister, and is water-proof.

It is especially adapted for Barns, Stables, Sheds, Fences, Bridges, Roofs, in short, it is a preservative for all wood and structural iron work.

"Save the surface and you save all" *Paint & Varnish*

A Postcard Will Bring Full Particulars

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

If interested tear out this page and place with letters to be answered.

Splendid Prospects for 1921 Paint Trade

Paint and Varnish Interests of U.S. and Canada Review the Situation at Annual Convention—Lack of Confidence Only Possible Obstacle to Big Business—Before Spring Prices Are Announced Manufacturers Hope to Have Paint Prices Stabilized—Thrift May Be Carried Too Far—Resents Reflection on Paint Industry—Should Offset Low-Price Propaganda.

A THREE day convention of the National Paint, Oil and Varnish Association held in St. Louis, brought forth a discussion of many points of interest to the paint trade, and in so far as a survey of present conditions and predictions as to the future are concerned, many of the observations made are of interest to Canadian dealers.

A spirit of optimism was reflected by most of the speakers, among whom was S. Marshall Evans, vice-president of the Central District, who, according to a report in the American Paint Journal, spoke as follows:

"Concerning what is termed the industrial reaction, price readjustment and depression, about which so much is now being heard, we in the paint industry must bear in mind the primary fundamentals of our industrial outlook. The certainty of a demand for paint products in excess of normal is not to be questioned.

"High prices alone have interfered with the building program and prevented the building industry and building labor from reaping a rich harvest. Now that the tendency in prices is downward, we can look into the future with the calm certainty of a very large volume of business. Yes, I am an optimist. The outlook for a big paint business never looked more certain."

Fish Oil Established in Paint

Fish oils and their place in paint and varnish formulae was discussed by Arthur C. Trask, vice-president of Marden, Orth & Hastings Co., Chicago.

"Rapid strides have been made during the past few years in processing fish oils for the paint trade. The writer recalls, in the early years of his acquaintance with the paint trade, that fish oil was not looked upon with favor. It was predicted then that it would make a permanent place for itself in the industry. This prediction has come true and regardless of the market price of competing oils, fish oil always will be used in products where certain results are desired.

"It is no longer referred to as a 'substitute' for linseed oil. The principal reasons for this have been the result of research work of many concerns, the careful selection of the best grades, and the scientific processing of the crude oils, making it easy for a paint manufacturer to use fish oil in their products with success."

Good Prospect for Spring Trade

C. A. Ommanney, Western sales manager of the Carter White Lead Co., commented favorably on the outlook for future business as follows:

"There seems to be every reason for thinking that volume of paint business will continue heavy, for as far ahead as it is necessary to look at this time.

"Doubtless demand will fall off during the balance of 1920, due to general business uncertainty, coupled with tight money, and declines in many lines. The paint trade, in connection with all others, believe that the peak of high prices has been reached, and that any change is sure to be downward. Under these conditions they are not buying freely, but instead are confining their purchases to immediate requirements, and are endeavoring to reduce stocks on hand as much as possible.

"The result is a reduction in volume on present orders, but this is offset to a considerable extent by tonnage moving on back orders, with factories still working to capacity. It seems reasonable to conclude that manufacturers in the Middle West will have to continue capacity production, in order to complete back orders, take care of present buying, and accumulate stock for spring.

"With jobbers and dealers stocks low at the end of this season they will have to buy liberally for spring delivery, in anticipation of the usual demand from the ultimate consumer.

"With big crops in 1920, a continued shortage of buildings and houses and painting still undone because of the scarcity of material and labor in 1920, the outlook for next season appears to be bright.

"Before spring prices are announced it is

Continued on page 64.

The Brush Department

Developing New Brush Business

Comparison of Two Methods of Brush Selling—How Smaller Store Got Bulk of Brush Trade from Larger Store by Seeking New Business and Better Handling of Stock

THE difference in the way brushes are displayed in hardware stores is very great and the results of the attention on the one hand and the neglect on the other hand are very evident in the difference in volume of sales of brushes in these two types of stores.

There are two hardware stores in a large town east of Toronto where this comparison is very evident. The smaller of the two stores shows brushes of some kind practically throughout the year and their volume of sales of brushes is larger in proportion than the larger store with double the staff but which neglects this important matter.

The larger store does not show any brushes, nor has it even a table or case to display them. When their stock arrives the brushes are taken out of the boxes and dumped in a drawer and before long they have the appearance of being in a rummage sale, as they are scratched and twisted out of shape.

When talking to the buyer about methods of keeping brush stock, he remarked: "Everyone who deals here knows that we sell brushes and they usually go to the drawer and pick out what they want themselves." Of course the development of new business is being overlooked in such a plan.

The motto of to-day is to show the goods. Every second customer may want a brush of some kind and if they are not shown they may walk out and go to the smaller store, as previously mentioned, where a seasonable display is shown for the benefit of customers and prospective new arrivals that are moving into cities and towns every week.

A new salesman came to the aforementioned larger store one day and one of the first things he did was to go into the storehouse and find a piece of board to which he affixed samples of household varnish brushes. The clerks were surprised that they had not thought of this before and remarked: "Why this will save us time when a buyer comes in, as we will just show them the board with the samples on and get the brush from stock."

The little things that help your customer and which give satisfaction not only improve the store but bring extra business for all concerned.

The Bristles Can't Come Out *Every Boeckh Brush Guaranteed*

BOECKH'S
Rubber Set
Paint and Varnish Brushes

Perfect Brushes to Use or Sell

Boeckh's Brushes are perfect because they include every known advantage in material, workmanship, design and service. We cannot make a better brush, so we are seeking ways to give even better service and co-operation to the trade.

The first service we can render any dealer is to show him clear-cut, convincing reasons why he should display, advertise and sell Boeckh's Brushes. We can then help in logical order with prompt shipments, reasonable terms, display helps and the advantages of any selling methods of particular success that are applied by the progressive Boeckh dealers scattered throughout the Dominion.

Give the Boeckh salesman a welcome. He is interested in your success. Talk with him. He may have recently seen a retail problem solved that affects your business. He knows what has made successful sales for other merchants. He is intimate with the affairs of many retail stores of various sizes and kinds in many localities. Let him help you.

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

If interested tear out this page and place with letters to be answered.

SPLENDID PROSPECTS

Continued from page 62.

to be hoped that manufacturers will be on a firm price basis, thus enabling them to stabilize prices and instill confidence in the paint market. A lack of confidence is the only thing which may come between manufacturers and a big business in the Middle West the first part of 1921."

Thrift Talk Goes Too Far

Pointing out that thrift talk could go too far, President N. D. Chapin, of the Billings-Chapin Co., Cleveland, spoke as follows:

"The wave of conservative buying seems to be sweeping the country, borne along by the daily price reductions in various lines. While it is natural and right that a certain amount of conservatism should prevail, I think each one of us, manufacturers, dealers and all others should see to it that we do not let this conservatism carry us too far. Thrift and economy are good things, but, like all good things, they can be abused by being carried too far.

"If now the people are encouraged to buy nothing that they can get along without, it will not be long before the wheels of industry are slowed down to such an extent that the workers will not have the wherewithal to buy when they want. Instead of urging rigid economy, let us urge sane buying, and let us tell the people that if they are going to wait for pre-war prices before they buy, they will only get them in the near future by going through the hardest time this country ever experienced; and when they come out of it they will find wages as well as merchandise on a pre-war basis, and that they are practically no better off than before. If we have been overeating and experiencing troubles therefrom, then let us eat sanely and not go to the other extreme and suffer the effects of malnutrition through not eating enough."

Glidden Co. President is Optimistic

Another enthusiastic speaker regarding the business outlook was President Adrian D. Joyce, of the Glidden Company, speaking as follows:

"I am very enthusiastic about the future of the paint and varnish business during the next four or five years. There is no doubt in the world that our manufacturers, jobbers and dealers are going to have a splendid business, and, best of all, this business is going to be on a safe and sane basis.

"I feel that the paint and varnish industry is in an enviable position, because we have a definite timely task before us to 'save the surface and to save all,' for painting and varnishing have been greatly neglected because of the war for nearly six years and no matter what the general business conditions, owners of property of every description are finding that the way to economize is to save, and to save is to use the products of our industry.

"Concerning general business conditions I firmly believe that when the election is over we are going to have sound, prosperous conditions and that there is going to be business enough for everyone. Our own concern is optimistically planning for a better and bigger business than ever during 1921."

The Price Situation

Dealing with the price situation Charles R. Cook, president of the Cook Paint & Varnish Company, spoke as follows:

"Admittedly business is quiet, and this, in the face of an imperative need and demand for paints and allied supplies, only means that the buyer is holding off for lower prices.

"Frankly, and in all honesty, our costs to-day are considerably higher than when present selling schedules were established.

"While it is true that all oils, driers and reducers, used as paint and enamel vehicles, have declined, everything else entering into the cost of a gallon or a barrel of paint or enamel or allied product has radically advanced, to say nothing of our increased manufacturing expense and increased cost of doing business.

"In the meantime, everyone is cleaning up his stocks of odds and ends; therefore, if, in the future, we are favored with lower costs on pigments and other necessary raw materials and supplies that enable us to reduce prices to our trade, I believe business will pick up with a rush.

"It certainly is good business for the manufacturer and the dealer to cover his requirements, as usual, for paint is a necessity and cannot be done without."

Resents Reflection on Paint Industry

John G. Lowe, president of the Lowe Bros. Co., Dayton, related the following incident:

"Two weeks ago we entered into a contract with a new consumer to furnish one hundred barrels of iron oxide paint. This resulted from our shipping a sample barrel which proved satisfactory. After the contract was placed the president of the firm in question returned from a trip and immediately wrote, stating that he noticed we had received their contract and requesting that we do not cheapen the quality of their material as was the usual practice among paint manufacturers. This attack upon the paint industry made me 'hot under the collar' and I immediately replied that there were five or six hundred paint manufacturers in the United States, that there were some unscrupulous ones, but that the majority were as good and reliable firms as could be found in any other industry.

"The standing of the prepared paint industry is being strengthened yearly, in my opinion. Our big difficulty is that mixed paints in the majority of cases are used by amateurs and these often lack knowledge in preparing suitable surfaces and in methods of application. It seems to me that the best ways to further advance the standing of our industry are through our salesmen and advertising, to educate our customers in the uses of our products, and, in addition, of course, to adhere strictly to furnishing materials as represented."

1921 Will be One of the Best Years For Paint

"If 1921 is not one of the best years the paint trade ever had then there are going to be a vast number of disappointed retailers, architects and painters," said Tyler W. James, of the J. A. & W. Bird & Co., Boston.

"I have called upon many dealers, architects and painters, and the general belief among them seems to be that there will be an immense amount of building in 1921. In fact many with whom I talked predicted that it would be the greatest building year in history.

"However, I found a widespread complaint that many prospective users of paint were holding off for a decrease in all building materials, including the cost of paint. I believe I state it fairly when I say that it is the consensus of opinion among members of the trade that there will be no early reduction in the price of paint. At any rate there will be no great reduction. It seems to me that it would be good business to offset some of this low price propaganda by getting all the publicity we can for the true conditions. With the cost of operation sky-high there can be no reduction in the price of paint, simply because linseed oil and turpentine prices have been reduced. I have found no possible reduction in the price of high-grade enamel or varnish."

"FLOOR PAINT WEEK"

Continued from page 60.

of painting at other times of the year. If the house owner gets in the habit of renewing the finish in the interior of his house regularly and seeing the good results therefrom, he will be a much easier customer to convince as to the advantage of more frequent painting of the house exterior. A nicely painted verandah floor will suggest that pillars, posts, cornice, lattice work, etc., need painting. Thus it is seen that the suggestive value of this appeal is also important.

The suggestion conveyed through the finishing of the house floors in the fall is that the walls and other woodwork might also be refinished to good advantage. This suggestion will possibly make good business for the usually quiet months in the paint department. Keeping interest in painting alive during the winter months will make it much easier to get enthusiasm started in the spring. A locomotive has little difficulty keeping a heavy train on the go if it is kept moving at all, but once it stops then the load is increased many times over to get it moving again. So it is with the paint department. The paint salesmen can arrange special weeks during the winter months specializing in various interior finishes, displays in the store interior and window can be used to advantage periodically through the winter months even though business may be slack. These are all efforts to keep the interest moving along and it will then be an easy matter to speed up later. It will also be surprising the amount of interior finishes which can be sold in the winter months by following this plan.

Stimulating interest in floor painting in the fall of the year means additional business for the trade, helps to make paint an all-year seller, and adds to the comfort of the homes that would otherwise go with poorly finished floors throughout the winter until the usual spring habit comes around, at which time it is found that the woodwork has suffered irreparably through the neglect. Encouraging fall painting of floors is one important means of keeping interest in the paint department alive throughout the year and it is worthy of attention.

New Glass Plant Now in Operation

Montreal.—The Delorimier plant of the Dominion Glass Company, Montreal, has been re-opened, and is now being operated regularly. This plant was closed from 1914 until very recently, and the renewal of activities will enable the firm to manufacture lamp chimneys, punch tumblers, etc. While only one tank is being operated at the present time, within a short while three tanks will be in operation.

The Luxeberry Painter Says:

"The Australian savage is not the only one who makes boomerangs. I was hit by a varnish boomerang once. I figured too low on a contract and bought some cheap varnish that made me do the job over at my own expense. It was sure some boomerang. I have never wandered away from 'Berry' brands since."

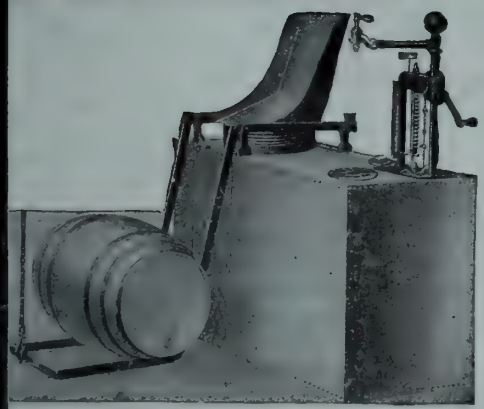
The Berry label is a certain protection against inferior varnish, and all buyers know it.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

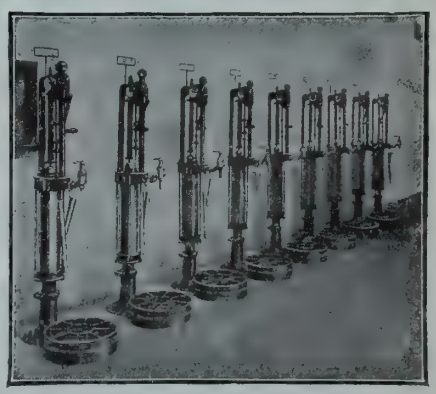
BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
Walkerville, Ontario

Paint Sales That Pay a Profit



One unit or as many as you want, in a compact row

You want a profit on every sale, and you should have it. But with the present high cost of paint oils you stand a big chance of losing your profits, unless your methods of handling are systematic and free from loss of time, labor and oils.



Pumps on Sales room Floor. Tanks in basement where ver convenient.

BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

prevent paint oil losses. The pumps measure accurate quantities: no over measure, no leakage, no spilling, or evaporation. Everything is exact, systematic and saving. The sooner you install a Bowser System the sooner you will begin to reap the profits from proper storage equipment.

LONDON
32 Victoria St., S. W. 1
HAVANA
Lonja del Comercio 427

S.F. BOWSER COMPANY, Limited
66-68 Frazer Avenue, TORONTO, CANADA
Sales Offices In All Centers Representatives Everywhere

PARIS
5 Rue Denis-Poisson
SYDNEY
5 Castlereagh Street

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, Oct. 28.—The present condition of the paint market is interesting in several important respects. Linseed oil has reached a new low level of $1.35 per gallon, raw basis. Some believe that the bottom has been reached while others think that somewhat lower prices will prevail before the low level has been reached. The turpentine situation is also easier with barrel lots selling as low as $2.05 per gallon. The tendencies are downward on this product and some would not be surprised to see the price $1.75 or $1.80 in the near future. Shellac is easier. White lead in oil remains steady and unchanged, and advices to hand indicate that there will be no revision of price in the immediate future. Prepared paints and various specialties are in small demand for immediate shipment, but in regard to spring booking orders these are excellent. The prospects are very satisfactory and all manufacturers are banking on a healthy state of trade during the coming year.

Lower Prices Are Ruling on Turpentine

Montreal.

TURPENTINE.—Prices have declined considerably on turpentine and will go lower still according to latest advices given to Hardware and Metal. Prices this week are ranging from $2.05 to $2.10 per gallon single barrel basis. Within the next two weeks there may be a further decline of 15 or 20 cents per gallon, which will bring the price around $1.80 to $1.85. It is a long time since turpentine showed the weakness of undertone which obtains to-day, and it is apparent that southern producers are not finding a very active market for their production.

Turpentine —	Imp. Gal.	
Single barrels	2 05	2 10
Small lots	2 15	2 20

(Packages extra.)

Linseed Oil Has Reached Low Levels

Montreal.

LINSEED OIL.—Prices have declined again this week and are from $1.35 to $1.40 per gallon, raw, single barrel basis. The whole situation seems to be dependent upon the general tendency of the wheat market and this grain has been declining steadily. One factor which is of interest at the present time is that of the effect which linseed oil meal and cake have on the situation. For a considerable length of time prices on these two products have been high and this was one reason for declining oil prices, a crusher stated. Of late declines have been manifest on linseed oil meal and cake and some feel that the bottom has been reached on oil prices. Stocks at the present time are really heavier than they have been for a long while and buying is restricted.

	Imp. Gal.	
Raw—		
1 to 4 barrels	1 35	1 40
Boiled—		
1 to 4 barrels	1 37½	1 42½

White Lead Prices Are Ruling Steady

Montreal.

WHITE LEAD IN OIL.—The demand for white lead in oil while light is seasonable; supplies are normal and prices remain unchanged with 5-ton lots selling at $19.50 for 100 pounds; ton lots at $20.00 and smaller quantities at $20.35.

broad survey of the situation reveals a strong market in general, although local stocks are quite ample to take care of any demand that may arise. The situation is more or less involved from a world standpoint, as will be referred to in a special article elsewhere.

Paint Bookings Have Been Better

Montreal.

PAINTS, SPECIALTIES.—While present business is limited, bookings for paint are very active. One manufacturer speaking to Hardware and Metal states that their bookings had already totaled more than during any previous season up to September 15th. The outlook is remarkably gratifying and some dealers are taking delivery of their spring requirements already.

Putty Sales Are Seasonably Good

Montreal.

PUTTY.—There is a good steady demand for putty and prices remain unchanged. Some might anticipate a lowering of the basis due to the fact that linseed oil has been declining steadily, but jobbers point out that the high price of whiting offsets any favourable conditions arising from lower-cost oil used in the manufacture of the product.

Commercial Putty	5 tons	1 ton	Less than ton
Bulk Barrels, 800 lbs.	$6 50	$6 75	$7 10
Bulk Drums, 100 lbs.	7 50	7 75	8 10
Do., or tins, loose 25 lbs.	7 75	8 00	8 35
Bulk Tins, cased 25 lbs.	8 50	8 75	9 10
Bulk Drums or tins, loose 12½ lbs.	8 00	8 25	8 60
Bulk Tins, cased 12½ lbs.	8 75	9 00	9 35
Bladder Barrels, 400 lbs.	8 75	9 00	9 35
Do., Cases, 100 lbs.	9 00	9 25	9 60
Tins, 1 lb.	11 10	11 35	11 70

Standard Putty, 10c per 100 lbs. advance over above prices.

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

Shellac Market Has Been Easier

Montreal.

SHELLAC.—There is plenty of shellac to be had at present and prices are easier than for some time. Pure orange shellac in barrel lots is now selling at $8.50 per gallon and white shellac at $7.00, the usual differentials applying.

Toronto

TORONTO, October 28.—Business in paint circles is said to be seasonably fair but below the average obtained during the spring and summer. Linseed oil has become a little steadier and the price of flax has begun to advance again. Turpentine is lower, but many believe it to have reached the bottom of the decline for the present at any rate. Shellacs and rosins have steadied. English white lead prices have advanced slightly. Putty prices are holding firm.

Glass Unchanged; Demand Is Normal

Toronto.

GLASS.—There is no change in either the plate or the window glass situation. The American markets continue very firm and there is said to be considerable cancelling of orders placed in Pittsburgh districts on account of overdue deliveries. There appears to be a difference of opinion regarding the Belgian markets. Some glass jobbers state that supplies from that source are satisfactory, while other views are that deliveries are uncertain. Prevailing quotations for window glass are 25 per cent. off list for case lots with 30 per cent. for large quantities.

A Profitable and Seasonable Line For You to Display

RAMSAY'S Anti-Freeze

Every Motorist

will want to Protect his Radiator during the Winter.

Why not get his business with the "Right Anti-Freeze to make Winter motoring Right?"

Send us your orders and be ready.

A. RAMSAY & SON COMPANY

The All-Canadian Manufacturers of Paint and Varnish Since 1842

MONTREAL

TORONTO **WINNIPEG** **VANCOUVER**

Edmonton District:
Revillon Wholesale Limited
Edmonton

Nova Scotia:
James Simmonds, Limited
Halifax, N.S.

Calgary District:
The McDonald-Baker Co.
818 8th Ave. W., Calgary

If interested tear out this page and place with letters to be answered.

No Price Changes White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—No changes in quotations of white lead in oil have taken place. Prices of English white lead, however, are advanced, it is stated, following pig lead prices which are stiffening. Corroded lead here has not been affected by the drop in pig lead prices. Quotations are as per current market pages.

Putty Prices Are Holding Firm

Toronto.

PUTTY.—Prices of putty are holding firm and no change is anticipated. Whiting supplies are more available now than was the case at the beginning of the season. Quotations are the following:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80
Do., less quantities	10 05
Pure, in 100-lb. drums	11 05
Do., 25-lb. irons	11 30
Do., bladders in bbls.	12 30
Do., less quantities	12 55

Linseed Oil Prices Are Steadying

Toronto.

LINSEED OIL.—There is not so much change in the linseed oil situation this week and the bottom appears to have been reached, at least temporarily. The flax seed market has stiffened up considerably and this would react on the oil. The demand is only seasonably fair, it is said. Quotations are as follows:

	Raw	Boiled
1 to 2 barrels, gal.	1 45	1 48
3 to 5 barrels, gal.	1 44	1 47
6 to 9 barrels, gal.	1 42	1 45

Wood Spirits Show Firmness

Toronto.

METHYLATED SPIRITS AND WOOD ALCOHOL.—Prices have been holding very firmly on these products and supplies have been a little scarce at times. Present quotations are $3.00 per gallon for methylated spirits and $4.50 for wood alcohol.

Shellacs and Rosins Display Easier Tendencies

Toronto.

SHELLACS AND ROSINS. — An easier tendency is shown in prices of these two products. Rosins are being quoted at 10 cents in barrels and 13 cents in small quantities. Shellac prices are the following:

Pure White, per bbl, $7.75; gal. jugs, $8.25.
Pure Orange, per bbl., $7; gal. jugs, $7.50.

Turpentine Prices Under Two Dollar Mark

Toronto.

TURPENTINE.—With more competition and a lessened export demand turpentine prices have been steadily declining for some time and another ten cent reduction has been made in quotations this week. It is now below the two dollar mark, and whether still lower prices may be expected is uncertain. A month or so back the present prices would have seemed impossible to the trade. Sales are not as large as conditions warrant. Present quotations are:

Turpentine—	Per Imp. Gal.
1 barrel lots	1 95
2 to 4 barrel lots	1 94
5 gal. lots	2 10

British Plate Makers Seek Canadian Trade

BRITISH manufacturers of silver plate are especially interested at the present time in the development of better trade relations with Canadians, according to Edward P. Van Geun, special representative of W. J. Myatt & Co., Ltd., Birmingham. Mr. Van Geun is at present in Montreal in the interests of his principals, and will also tour other parts of Canada. The better conditions of manufacture has enabled various manufacturers to turn their attention to outside markets, and Canada is being looked upon very favorably as a market for many varied products made extensively in the Old Country.

"We will do anything desired by the Canadian trade in the way of conforming to their wishes regarding finish, pattern and packing," said Mr. Van Geun. "We believe that, as far as packing and shipping goes we know how to do this well, but we are ready to meet the desires of the Canadian buyer in this and any other respect."

It is in this respect that some fault has been found here and there in the past, that is, many assertions have been made that the British maker would not lend himself to these conformities when it was desired that he do so.

Delivery to Be Better

One of the difficulties that has been experienced heretofore, Mr. Van Geun says, has been that of the delays between the placing of orders and the receipt of the goods. Coupled with this, and even worse, manufacturers were unable or unwilling to name a price that would apply when the goods were invoiced. "We are prepared to name firm prices on orders now taken," he remarked, "and for a considerable volume of orders taken now delivery will be made before Christmas."

This desirable improvement is meeting with the appreciation of the Canadian buyers, for it was pointed out that they are glad to obtain a definite price, and then to know that within a reasonable period delivery will be assured. Up to the present time there has been all the demand at home that the factories could handle, and this condition exists to a great extent still. At the same time, the British manufacturer is anxious enough to secure the Canadian trade; so much so that he is making a stronger bid than ever for a portion of it. To this end samples are being exhibited, on a number of products, for the first time in twelve years, Mr. Van Geun states. It was as far back as 1908 when the Canadian trade was offered a number of imported lines in sterling and electroplate ware.

Prices Are Favorable

In the matter of prices, Mr. Van Geun states that these are favorable and that thus far the Canadian buyer has been well satisfied with the quotations. Shipments are being based with Liverpool as a starting point, so that there is no need for the Canadian buyer to figure his transportation costs from an inland point to shipping point. This simplifies matters considerably and is generally appreciated.

The cost of chemicals has affected the price of manufacturing plate, and on sterling silver products the cost, per ounce, has been very high. Nevertheless, as compared with many other manufactured products, it is pointed out that the increases have been not excessive. On a number of lines, for instance, the pre-war prices have not advanced over 75 per cent., while in others they will total nearly 100 per cent. Numerous other products have risen since the pre-war period several hundred per cent.

In the matter of Christmas trade, Mr. Van Geun states that the English trade, while gradually adopting the Canadian and American idea of exchanging Christmas gifts, has to go a long way still before the idea has the hold on consumers as it has here.

Greater Expansion

While the present activities of the British manufacturer, in Mr. Van Geun's opinion, will be confined to a gradual cultivation of trade among Canadians, as conditions warrant, the field will be catered to even more extensively. That is, warehouses will be provided on this side of the water, and later again factories will be established.

At present, he asserts, the sterling exchange rate is proving to be an added advantage, and that laid down costs are favorably considered by the average buyer.

Exports of Rosin and Turpentine From U.S. to Canada

Domestic exports of rosin from the United States to Canada during August, 1920, amounted to 9,183 lbs., valued at $150,542.

Exports of spirits of turpentine to Canada during the same period amounted to 47,995 gals., valued at $75,640.

"Save the surface and you save all" *Paint & Varnish*

Get the Painter Business

Painter business is steady business. It represents volume—and volume means profit.

It's worth going after

And worth holding, so go after it with Glidden products and Glidden quality will hold it.

Glidden is a reputable name throughout the Dominion. It is a synonym for good varnish. It is now known as a safe name for paints, enamels and every other kind of material the painter needs.

If you're really in earnest about the paint question we have a proposition that will prove of interest to you. Write for prices and plan.

THE GLIDDEN COMPANY, LIMITED
Toronto, Ontario
Branches at Montreal and Winnipeg

If interested tear out this page and place with letters to be answered.

Safety for the Ship

WHEN a ship at sea has to anchor to weather a gale its safety is dependant on the strength of the anchor chain.

Every mariner realizes that this chain must always be ready for an emergency. He makes certain that it is the best possible obtainable and that it receives constant care and attention.

He has it inspected regularly for every sign of wear, and a protecting coat of paint is applied at intervals to prevent corrosion and the destructive action of the elements.

If Barns and outbuildings were carefully inspected occasionally, and a protecting coat of paint applied, it would mean that many expensive repair bills would be saved and the contents of the Barn protected from the elements. Neglect is costly.

DISTRIBUTORS OF CROWN DIAMOND PAINTS AND VARNISHES:—Stewart & Wood, Limited, Toronto; W. B. Dalton & Sons, Kingston; Crowell Bros., Halifax, N.S.; Robertson, Foster & Smith, Limited, St. John, N.B.; Farquhar & Gill, Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

Protection for the Barn

The Barn that is worth painting is worth painting well, and it is poor economy to use the cheapest paints for protection. It pays to use a paint of guaranteed purity,—a paint which covers more area per gallon and lasts longer—looks better, and gives real protection with its water-proof and weather-proof coating.

For real economy in a paint for the Barn, recommend Crown Diamond Utility Red, which is manufactured from pure natural oxide of iron and linseed oil, and—Every gallon sold is backed by the McArthur Irwin Limited reputation for reliability and fair dealings.

We would like to send you further details of Crown Diamond Utility Red, and why it is economy for every farmer to use it when painting his Barn or outbuildings—

Write to-day to

McARTHUR, IRWIN, LIMITED

Established 1842 **MONTREAL**

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps	.....	.....	$ 7.00
22 Short	.....	$10.00	10.70
22 S. Mush	.....	.....	11.50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16.00
22 L.D. do.	.....	.....	18.70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	......

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 1, doz.	$19 25
No. 2, doz.	22 00
No. 3, doz.	24 75
No. 4, doz.	26 95
No. 5, doz.	29 70
No. 6, doz.	33 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$2.85.
F.O.B. Montreal. Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	6.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/10	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—
No. 11, doz. $14 00

BOARDS, SLEEVE—
No. 3 dozen $7 00

BOARDS (Wash) Zinc. Doz.

Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard 15 00
30-gal., extra heavy $18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.
Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.
Machine Bolts, 7-16 in. dia. and larger, list plus 10%.
Sleigh Shoe Bolts, all sizes, list plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, list plus 10%.
Bolt Ends, list plus 10%.
Plow Bolts, 1, 2, 3 heads, net list.
Plow Bolts, others, list plus 20%.
Elevator Bolts, large heaad, list plus 10%.
Elevator Bolts, corrugated heads, 20%.
Fancy Head Bolts, list plus 10%.
Shaft Bolts ($3 list), list plus 10%.
Step Bolts, large head ($3 list), list plus 10%.
Whiffletree Bolts, list plus 10%.
Nuts, 2 in., and smaller, square Blank, add to list $2.25.
Nuts, 2 in. and smaller, square Tapped, add to list $2.75.
Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. .11c-12c
F.O.B. Montreal, London, Toronto.

BRASS Base

Sheets, 24 gauge and heavier, base $0 40
Rods, base ½ to 1 in., round 0 37
Tubing, seamless, base 0 46
F.O.B. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS Dozen

Step ladder $36 00
Step ladder stools 20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12.25 to $13.50; No. 1, $12.25 to $13.50; No. 2, $13.35 to $15; No. 3, $14.35 to $16.50; No. 4, $16.40 to $19.50; No. 5, $19.50 to $22.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER Gross

Satinette $24 00
Nu-Way 21 00

CLIPPERS. HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS Per Doz.

Leather Clothes Dryers	$.....
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $0 93
No. 3, per doz. 11 25

CLOTHES LINE REELS Doz. net

No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$.....
¼ in.	21 70	.....
5-16 in.	18 20	19 40
⅜ in.	13 85	16.55
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$22 30	.....
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	.....
7-16 in.	11 85	.....
½ in.	11 50	.....
⅝ in.	11 05	.....
¾ in.	10 80	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton. London.

COMBS—CURRY— Doz.

No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 46
Plain Tinned, 16 oz. and heavier, lb.	0 48	....
Polished and Tinned, 16 oz. and heavier, lb.	0 52	0 50
Tubing, lb.	0 50	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 88
No. 7, lb.	0 87
Nos. 8, 9, 10, 12	0 86

F.O.B. Montreal, Toronto. Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....
Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

HARRIS HEAVY PRESSURE

The Distinctive Babbitt

Round in shape, Copper coated, with profile and wording that thousands of users know by years of service.

Put out and guaranteed by a Firm with a metal experience of over one-third of a century, and whose guarantee means something.

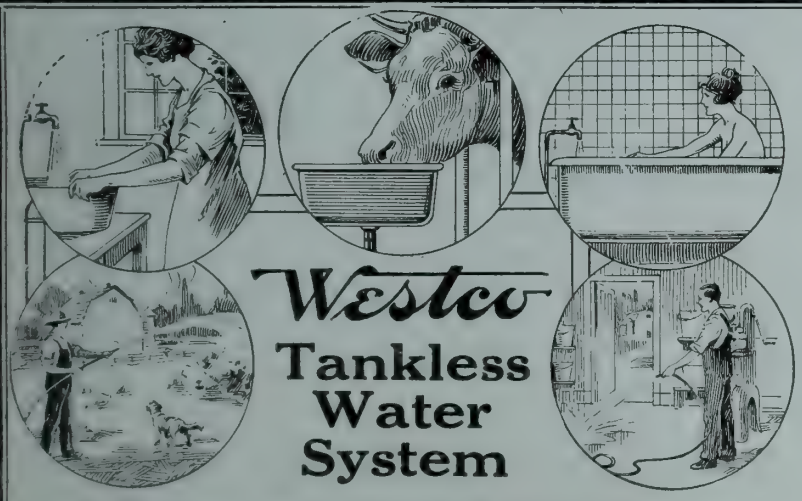
DEMAND THIS CAKE FROM YOUR JOBBER.

If your jobber cannot supply you

ORDER FROM OUR NEAREST FACTORY

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER



Westco Tankless Water System

A Necessity in Every Rural Home

Nothing is so badly needed in most rural homes, farms, etc., as running water. The Westco Tankless Water System—which weighs less than a hundred pounds—performs its duty thoroughly wherever installed, and is receiving whole-hearted praise from farmers and rural residents who have installed one.

The agents, salesmen and engineers now recommending—and selling—the Westco System are making good profits, because the high reputation of the system is spreading rapidly. It can be used wherever electricity is available.

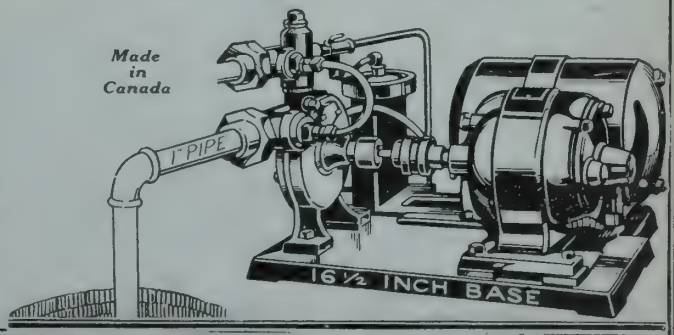
These are the selling features—the points that will interest the farmer, and the rural suburban resident:

(a) Requires no pneumatic or attic storage tank.
(b) Simply constructed; no possibility of complications.
(c) Entirely automatic. Open tap, pump immediately starts pumping. Close tap, pump stops.
(d) Pumps 300 to 500 gallons per hour.
(e) Costs less to buy, install, maintain and operate.
(f) Has no tank, no gears, no valves, no belts, no oil cups, no grease cups, etc.
(g) Is self-lubricating.
(h) Pump has only one moving part — the impeller. Nothing to wear out, except two small bearings, which will last for years.
(i) Size 16½ in. long; 14½ in. wide and 11 in. high.
(j) Uses less power than an electric iron, while supplying water for four faucets.

Write us for full particulars. There are still a few good territories left open.

Westco Pumps, Limited

707 Yonge St., Toronto, Ont.



If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 75	0 85
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$10 80
No. 33	11 40
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE

	Doz.
Sisal, 7-16 in.	$25 00
Do., 9-16 in.	38 00
Jute, 7-16 in.	25 00
Do., 9-16 in.	38 00

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to 2 lbs.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$21 00
Corrugated, ⅝ in., 100 ft.	24 00
Corrugated, ¾ in.	28 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 10
Common, plain, 3, 4 and 5 lbs.	15.60
Common, plated, 4-5 lbs.	17.50
Common plated, 6 lbs. and up	.....
Plain, 6 lbs. up	12.40

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$15 00
Do., Japd.	15 00
Long Globe, plain	15 00
Do., Japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—
Cold Blast, Short or Long

1 doz cases	$1 20 doz.
3 doz. cases	1 15 doz.
6 doz. cases	1 10 doz.
Cold blast, genuine ruby	5 50

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$2 35
Steel Thumb, No. 3	3 10
Steel Thumb, No. 4	3 20
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	.....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters'. No. 3	9 70

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

	Doz. Net
Liquid Veneer	$16 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	6 30
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 35
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph. London, Hamilton, Brockville.

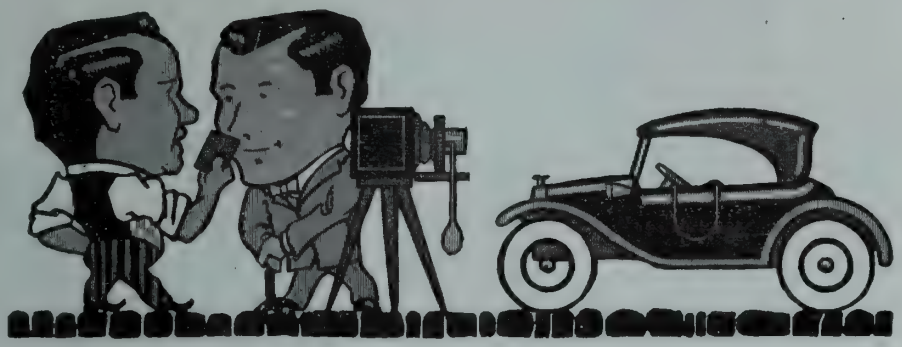
NAILS
List adopted July 10, 1912
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.25 base; Toronto, $6.40.
F.o.b. Montreal, $6.40 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...
Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price
Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT
Montreal, $6.90; London, $7.50 base; Toronto, $7.35.
Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.

Let this Picture Work for You!



HERE'S an inkling of the first advertisement in the heavy Effecto magazine advertising campaign this Fall — an advertisement that will reach more than six million subscribers to Cosmopolitan, American, Red Book, Farm Journal, Christian Herald and Farm and Fireside. This campaign will sell goods for you — if you have Effecto, the original auto enamel, on your shelves.

Effecto AUTO Finishes

Effecto Advertising has been working for Effecto Dealers for many years. Each season a larger campaign sends more prospects to the Effecto Dealer. It's a permanent part of the Effecto proposition — one of the chief reasons why the dealer who is keen for *new* sales is keen for Effecto.

You will be surprised and pleased with the amount of co-operation included in the Effecto proposition, in addition to this constantly enlarging magazine campaign. May we tell you what this proposition is? — a post card will let us know that you are interested. *Get "lined up" now for sure, steady sales and profits on Effecto!*

"Save the surface and you save all" Paint & Varnish

PRATT & LAMBERT-INC.
VARNISH MAKERS 71 YEARS
24 Courtwright Street, Bridgeburg, Ontario
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO

PRATT & LAMBERT
STAR BRAND
VARNISH PRODUCTS

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 30%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 31.1
Black oil (winter)	0 31.6
Imperial Kerosene, tractor	1 50
Capital, clinder	1 01.6
Machine oil, regular grades	0 65.1
Imperial gas engine oil	0 66.1
Paraffine	0 46.1

List, less 15% on above.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel oil, bbls., net	0 19
Fuel oil, tank cars, net	0 17

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. roll	Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor	1 50	1 50
Dry Fibre No. 2, Elephant		1 50
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor	1 70	1 70
Elephant Brand, tarred, No. 2		1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 95	1 95
Joliette Sheathing	1 50	1 50
Do., tarred	1 70	1 70

	Per 100 lbs.
Monarch Sheathing, white	10 50
Do., gray	9 75
Straw Sheathing, heavy, dry	8 05
Spruce Sheathing, 36" and 72" wide	11 75
Asbestos Sheathing	13 50
Carpet Felt	9 00
Tarred Felt, 7, 10 and 16 oz.	6 05

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 10
4 gross (cartons), 4-in.	2 10
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 31	7.41	5 91	8 01
⅜ in.	5 31	7 41	5 91	8 01
½ in.	7 10	8 63	7 95	9 48
¾ in.	8 80	10 87	9 95	12 02
1 in.	13 01	16 07	14 71	17 77
1¼ in.	17 60	21 74	19 90	24 04
1½ in.	21 04	25 99	23 79	28 74
2 in.	28 31	34 97	32 01	38 67
2½ in.	44 75	55 28	.....	.....
3 in.	58 52	72 29	.....	.....
3½ in.	74 06	90 62	.....	.....
4 in.	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$32 01	$38 67	$35 71	$42 37
2½ in.	48 26	58 79	54 11	64 64
3 in.	63 11	76 88	70 76	84 53
3½ in.	75 90	92 46	85 10	101 66
4 in.	89 93	109 55	100 83	120 45
4½ in.	1 05	1 29	1 30	1 54
5 in.	1 22	1 50	1 52	1 80
6 in.	1 58	1 95	1 97	2 33
7 in.	2 06	2 53	2 53	3 01
8L in.	2 16	2 66	2 66	3 16
8 in.	2 49	3 07	3 07	3 64
9 in.	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in.	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 25 to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets	....	27 00
IX, 20x28 112 sheets	....	30 00
IXX, 20x28 112 sheets	....	33 00
IXXX, 20x28 56 sheets	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40

No.	Each
70	$6 75
80	6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Red Star, 3 ply	2 75	2 80
Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—	
In bbls., per gal.	0 60
In ½ bbls., per gal.	0 65
In 5s and 10s	0 70
1 gal. cans, per doz.	9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pur e Manila basis	0 33½
Beaver Manila basis	0 26
New Zealand hemp basis	0 26
Sisal basis	0 21½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 21½
Double lath yarn	0 22
Yacht marline, tarred	67
Halyards	60
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 73
Do., 5-32 in.	0 71
Do., 3-16 in.	0 70
Do. ¼ in. and up	0 68

F.o.b. Toronto, Montreal, London. Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 60
Discount 10/5%.		

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamiltor.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

The Standard Since 1876

Standard not only in Canada but all over the world. That is the record of Wheeler's Patent Wood Filler, a record established entirely on results.

There is no reason for using a substitute when

WHEELER'S WOOD FILLER

is the most economical as well as the best-wearing. It not only covers more surface per pound, but forms so perfect a foundation for finishing that it saves considerably in labor and material.

There is but one Wheeler's Wood Filler. Order your stock to-day. Manufactured and sold by—

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE
MONTREAL
TORONTO · WINNIPEG · VANCOUVER
· SUDBURY · HALIFAX ·

VARNISHES PAINTS FLINT STAINS COLORS

SCREWS, WOOD BENCH

Dozen $7 00

SCYTHES Doz.

Cast Steel $20 00
Golden Clipper 20 95
Little Giant 22 00
Bush 20 50

SNATHS Doz.

00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 00
Bush 17 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 50	$13 00
26 gauge ...	13 25	12 95
24 gauge ...	12 65	12 35
22 gauge ...	12 30	11 90
20 gauge ...	.....	11 75
18 and 20 ga.	11 60	....

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 65
Galvd. 7 65

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$25 50

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario...........$10 00

TACKS Discount
Wire Tacks ....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings ....Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Ppright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net......... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 50
Discount 30% off list.
Hot Blast ....Plus 10%
80% discount of No. 525, No. 530, No. 630 only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 15 in......$12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 add 25% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
O.B. Newmarket.

TWINE, BINDER per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 62
Cones, 3-ply, lb. 0 57
Do., 4-ply, lb. 0 67

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 30%
Basin cocks, No. 0—Standard. 25%
Nos. 1 and 2............... 23%
Bath Cocks—Compression ... 25%
Flatway stop and waste cocks, Standard 25%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, stand. add 10%
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard ....add 5%
Gate or Straightway .... Net
Jenkins Gate Valve 10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves
Gate Valves ....Net list
Regrinding Valves ......Plus 7½%
Swing Check Valves .....Plus 15%
Compodisk Valves ....Plus 7½%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 25%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs..	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs..	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8........	Base
No. 9..........	0 10
No. 10.........	0 15
No. 11.........	0 28
No. 12.........	0 30
No. 13.........	0 50
No. 14.........	0 60
No. 15.........	0 85
No. 16.........	1 30

Annealing, extra 0 25
Coppering, extra 0 75-0 90
Bright base 6 00
Annealed base 6 25
Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire
No. 18 .... $10 00
No. 19 .... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern: 20% on genuine.

WRINGERS, CLOTHES
Domestic, No. 531E $127 00
Dom. Bench, No. 541EB.... 174 00
Favorite, No. 511E 117 00
Favorite, No. 512 .... 124 00
Royal Canadian, No. 151... 102 00
Favorite, No. 514 .... 145 00
Ottawa, No. 331E 115 00
Ottawa Branch, No. 341EB. 162 00
Challenge, No. 311E 105 00
Warranty 127 00
Bicycle 115 00
Eze 110 00
Rapid 100 00
Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-
Stove Pipe Thimbles, 40%.

TINKER TOM'S TALKS.

Talk No. 283

Place your orders soon for November, December, 1920, and first quarter 1921 deliveries.

MADE IN PREMIER CANADA and TONCAN METAL

GALVANIZED SHEETS

Your jobber is in position to take care of your needs promptly and at the right price.

Tinker Tom

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	7 50
Hillcrest	7 90

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85		45 45
86 to 90		48 85
91 to 94		49 80
95 to 100		58 55
101 to 105		65 35
106 to 110		73 10

Discount box glass: Toronto, 25%; London, 25%; Montreal, 20%.

Cut size sheet glass, 40% off new list: cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$20 00	$20 45
Champion Pure	20 00	20 45
Crown Diamond, pure	20 00	20 45
Green Seal	20 00	20 45
Ramsay's Pure	20 00	20 45
Moore's Pure	20 00	20 45
Tiger, Pure	20 00	20 45
O.P.W. Dec. Pure	20 00	20 45
Red Seal	20 00	20 45
O.P.W. English	20 00	20 70
Elephant Genuine	20 50	20 95

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY) Per 100 lbs.	
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 34½
10s	0 35
5s	0 36
1s	0 39½
½s	0 43½

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gals.	4.50- 7.00

F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 00
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Halif-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton St. John and Halifax. Toronto. Hamilton, London and Ottawa

Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$10 00
Less, per lb.	0 13

SHELLAC

	Pure white	Pure orange
Per bbl.	$7 75	7 00
Gal. jugs	7 30	6 80

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe; ½ pts.—	Per doz
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 6
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transpatent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20
C. D. Wall Coating, white		9 60
Do., colors		9 60

WASTE

Cream, Polishing	$0 26

WHITE

XXX	0 23	XXX	0 23
XX	0 21½	XX, grad	0 21½
X	0 20	XLCR	0 20
XC	0 18½	X Empire	0 18½
		X Press.	0 16½

COLORED

No. 8	0 11	Fancy	0 18
No. 1	0 18	Lion	0 16
No. 7	0 16	Standard	0 14
No. 1A	0 14½	Popular.	0 12
No. 1B	0 12½	Keen	0 10

Above lines subject to trade discount for quality.

WAX

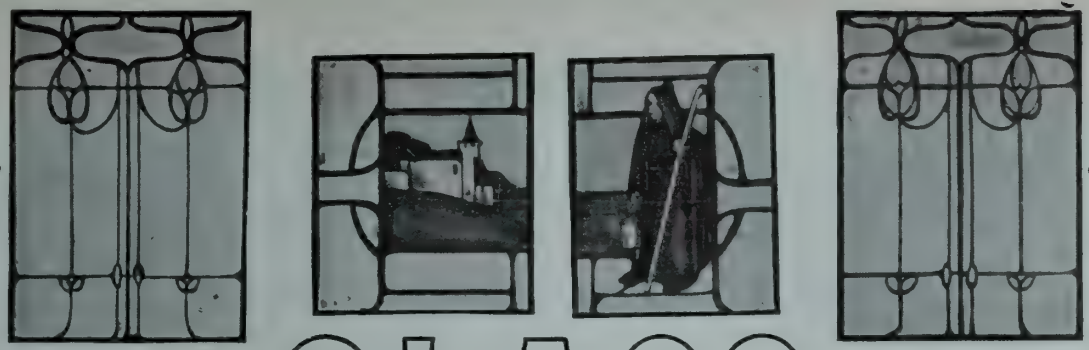
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 75
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls. $3 25
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	$4 50
Methylated Spirits	3 00

F.o.b. Montreal, Toronto London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

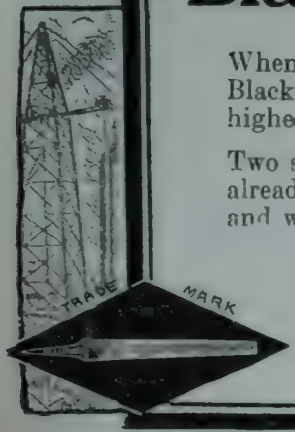
Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50: chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
82 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
16	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
18	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ....40% on list

Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅝-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3-16 in, $8.80; ¼ in., $7.95; 5-16 in., $7.75. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $8.00 per lb.; rawhide, sides. $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots	$54 00
5,000 ft. lots	55 00

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $14.03; No. 1, $14.03; No. 2, $15.30; No. 3, $16.58; No. 4, $21.68.

Hand—No. 0, $11.48; No. 1, $11.48; No. 2, $12.75; No. 3, $14.03; No. 4, $16.58.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ....$0 96 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., $7.60; 10 in., $8.33; 12 in., $9.68; 15 in., $13.50.

Conductor pipe, 2 in., per 100 ft., $9.23; 3 in., $11.25; 4 in., $14.40; 5 in., $19.80.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz.

Cold Blast	$1 20
Short	1 20
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS— Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $9.60; No. 2 and larger, $9.35; snowshoes, No. 0 to No. 1, $9.85; No. 2 and larger, $9.70; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

	3-ply	Per 100 ft Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$13 75
28 Am. or 26 Eng.	13 35
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 6 and over, 16½c per lb; 4 and 5 lbs., 21c per lb.

Mrs. Potts' No. 55, set	$2 90
Mrs. Potts' No. 50, set	3 05

Mrs. Potts' common sad iron handles, $2.78 dozen. Mrs. Potts' improved, $3.75 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 70
Barn Door	
5	3 20
8	3 65
9	5 25

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.60.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$	12 00	$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.65 base; Winnipeg, $7.35. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$6 68
30 in.	8 98
36 in.	10 60

Stephens'

REGISTERED TRADE MARK

Celebrated Wa-Ko-Ver Stain

Wa-Ko-Ver beautifies all woodwork and literally wears like iron. Wherever there are worn floors and scratched woodwork you can safely recommend Wa-Ko-Ver Stain to restore its freshness. This reliable, trustworthy stain has long since won the confidence of consumers. It gives full value in service and creates consumer-satisfaction in the goods and confidence in the store that sells it.

This established reputation makes Wa-Ko-Ver Stain a pleasure to sell. A good display in your windows or on your counter reminds the housewife and keeps it moving.

If You're Not Handling This Line Write Us

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS

Square, small lots, blank, $5.25, tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—

	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15
Ramsay's White	5 55
Do., colors	5 30
Dultone, White	4 25
Do., colors	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 60
Sunrise	1 45
Anchor, tarred	1 75
O.K., tarred	1 75
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT
Buttweld,

Per 100 ft. Blk.	Steel Blk.	Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON

No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. iron per cwt.	9 30
1½-lb. t	16¾

RIVETS AND BURRS

Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE

British Manila or African Hemp—9-16 in., ¼ in. and 5-16 in., 30¾c; ⅜ in., 30¼c; 7-16 in., ½ and 9-16 in., 29¾c; ⅝ in., 29¼c; ¾ in. and larger, 28¾c.

Pure Manila—¼ in. and 5-16 in., 38¾c; ⅜ in., 38¼c; 7-16 in. & ½ in., 37¾c; ⅝ in., 37¼c; ¾ in. and larger, 36¾c.

Sisal—¼ & 5-16 in., 26¼c; ⅜ in., 25¾c; 7-16 in., ½ in. & 9-16 in., 25¼c; ⅝ in., 24¾c; ¾ in. and larger, 24¼c.

Lath yarn, 24¼c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, round head, $6.25 flat, Fort William, $7.60 Winnipeg; galvanized staples, $6.90 Fort William, ... Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H. & N.	Jump
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 78
Cotton, 3-ply, balls	0 80
Cotton, 4-ply, cones	0 84
Cotton, 4-ply, balls	0 88

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—

Light, plus 72½%

Heavy, 62½%

Pails and Tubs, plus 72½%

Jap. Coal Hods, list plus 92½%

Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 50	$23 00
¼ in.	19 80	20 30
5/16 in.	18 60	19 10
⅜ in.	17 25	17 75
7/16 in.	16 20	16 70
½ in.	15 60	16 10
9/16 in.	15 45	15 95
⅝ in.	15 30	15 80
¾ in.	15 15	15 65
⅞ in.	15 00	15 50
1 in.	15 00	15 50
1⅛ in.	15 00	15 50
1¼ in.	15 30	15 80
1⅜ in.	15 30	15 80

WASTE

Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH Per 100 lbs.

Sectional	$7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $6.35 Winnipeg; Glidden Cattle, 2-pt., $6.15 Winnipeg; Baker, 2-pt., $6.05 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.

Patented screen in 100-ft. rolls $3.56 per 100 sq. ft.; in 50-foot rolls, $3.50 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $8.65 Winnipeg, $8.00 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.60; No. 10, $7.66; No. 12, $7.80; No. 14, $8.00; No. 15, $8.10; No. 16, $8.30 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
16-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

	Trimo Each	Stillson Each
6 inch	....	1 60
8 inch	....	1 80
10 inch	1 81	2 00
14 inch	2 50	2 80
18 inch	3 63	4 00
24 inch	5 25	5 80
36 inch	....	10 80

Always Ready	Black (Dozen)	N. P (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

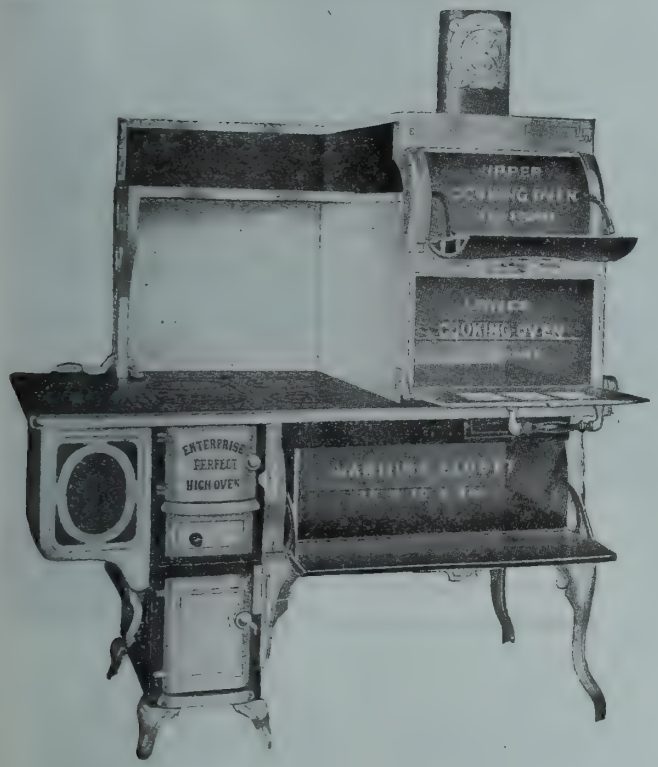
WRINGERS, CLOTHES

	Doz
Universal	$49 50
New Eze	82 50
Regent	75 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



"Perfect" Double High Oven
Over 20,000 Satisfied Users

Write to-day for the Ashdown catalogue giving complete information of the Ashdown lines of ranges, of note for service and sales; "Perfect," "Monarch," "Ideal," Domestic," "Oak Heaters," and "The Open Franklin."

ENTERPRISE

Ranges, Stoves and Heaters

Delight Customers with their service-giving qualities

That there are 20,000 satisfied users, is surely convincing proof of the popularity and quality of Enterprise Ranges. It has been received and acknowledged as the last word in service-built ranges and its popularity is still growing. Customers do not buy a range every week, but the dealer will find his stock moving fairly fast the way the experienced housewives continue to recommend Enterprise Ranges to their friends.

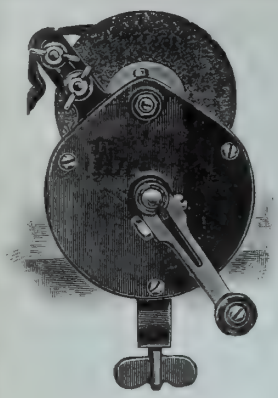
Ask for Complete Description

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.



Coolkutter Tool Grinders

Are Enclosed Cut Gear Machines

Points That Make Sales

The Coolkutter Tool Grinder is a quality product, that sells on merit. Its service-giving qualities and moderate price make these grinders a profitable line for the progressive hardware merchant. Build your sales by adding this profitable line to your stock.

The grinding wheel used on the Coolkutter machine was carefully selected for its cool and quick-cutting qualities. These Grinders are finished in black japan, made in four sizes.

Western Hardware Mfg. Co.
Milwaukee, Wisconsin

North Star Oil & Refining Company LIMITED

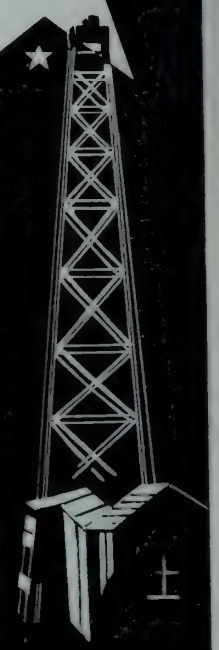
WILLIAM PENN MOTOR OIL

"High as the Stars in Quality"

Red Star Gasoline

★

Family Safety Coal Oil



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WINNIPEG
Branches throughout the West

ARNETTIZE YOUR STORE

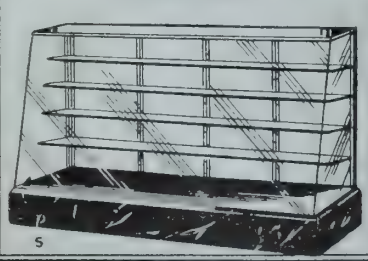
IT IS A FACT

that stores we have Arnettized are showing greatly increased sales and growing popularity.

Arnett Service arranges your store to make the most sales with the least trouble. The Silent Salesman has time for all your customers.

Write for illustrated catalog and details of Arnett Expert Service.

Thomas Lewis Arnett
Souris, Man.



MILBRADT LADDERS

are made in many styles and to fit all kinds of Shelving. They are made to order.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN, U.S.A.

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.

KINREAD'S KANT-BREAK HALTER

"The Line of Progress"
R. R. Kinread
72 - 74 Princess St. Winnipeg

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Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.
GLASS

MR. HARDWARE DEALER:—

BUY in MOOSE JAW

SERVICE and PRICE UNBEATABLE

WE CAN SUPPLY ANY SIZE IN

PLATE AND WINDOW GLASS
WINDSHIELD GLASS
MIRRORS AND FANCY GLASS

and all kinds of Glass for a building

TRY US AND BE CONVINCED

MADE IN CANADA

BUFFALO OILS

Special Cylinder Oil for Steam Engines

Harness Oil **Neatsfoot Oil**

A Gas Engine Oil (for gasoline engines).

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Ideal Thresher's Machine Oil (for general use.)

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These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

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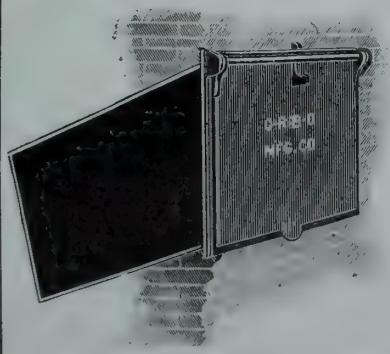

O-Rib-O

Square Coal Chute

Our wind- and water-proof Square Coal Chute, shown here, is fitted with a self-locking device. The door is made with a flange that fits over the rim of the frame. Serviceable, safe and sound. With walls under 12" thick, use No 1 or No. 4. Over 12". No 2 or No. 5.

Write for more details.

O-Rib-O Manufacturing Co.

Winnipeg, Manitoba

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

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Savage Arms Corpn., Utica, N.Y.

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Canadian Winkley Co., Ltd., Windsor, Ont.
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The Concrete Bumper Co., Windsor, Ont.
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Kales Stamping Co., Ltd., Walkerville, Ont.

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Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
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Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
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Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

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Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

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Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

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Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto
United Brassfounders & Engineers, Ltd., Manchester, England

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto
United Brassfounders & Engineers, Ltd., Manchester, England.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England
United Brassfounders & Engineers, Ltd., Manchester, England.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton
Stanley Works, The, New Britain, Conn.

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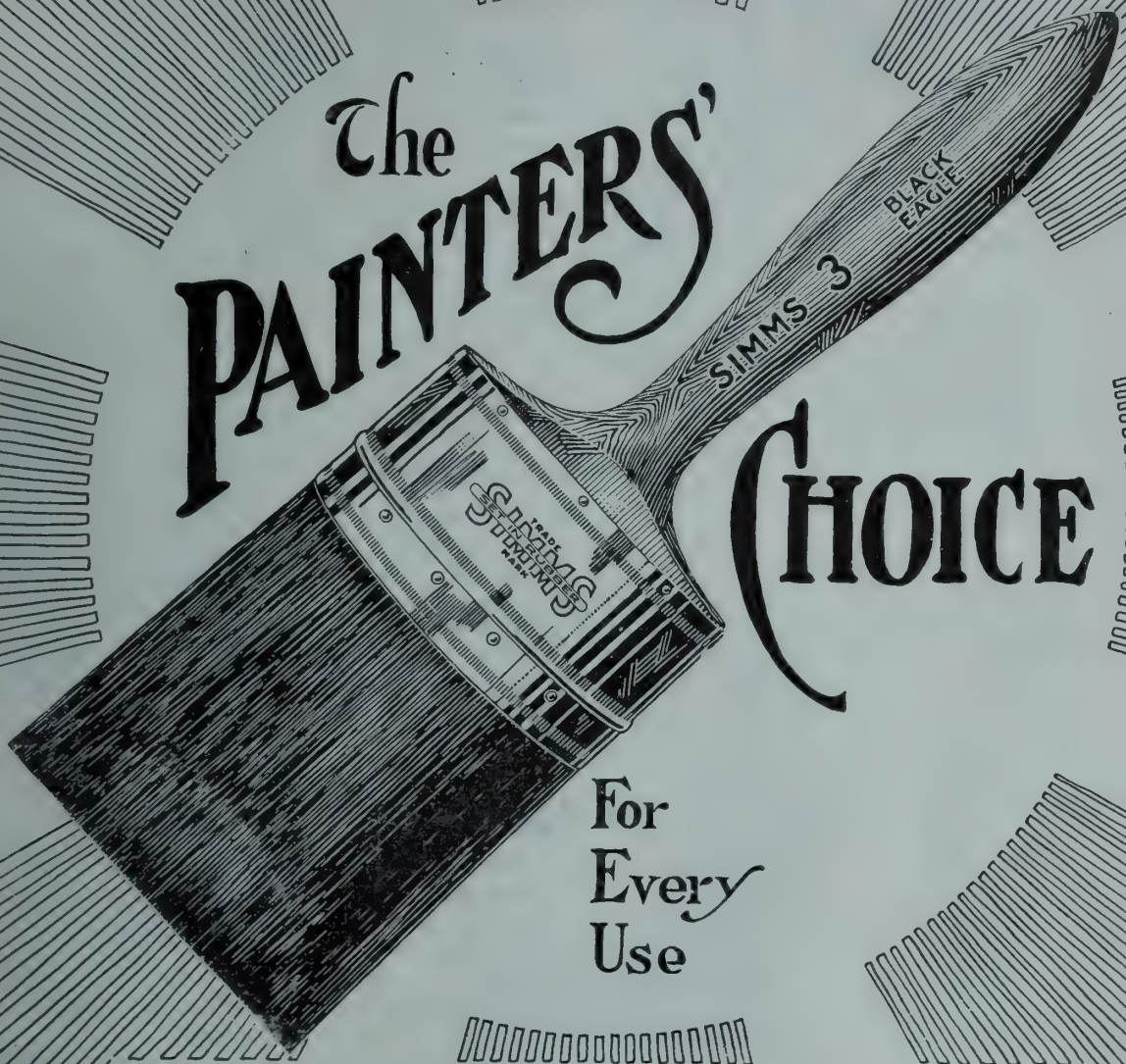

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Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Brooms
Meakins and Sons, Limited, Hamilton, Ont.
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Business Machines
The International Business Machines, Ltd., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The Orillia, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd. Windsor, Ont

Cement
The Barrett Co., Ltd.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Disinfectants
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd. Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, On.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fence Posts, steel
Burlington Products Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Barrett Roofings, Cements Industrial Paints etc.

YOUR customers know that the use of these Barrett Products will absolutely insure their barns and other buildings against the ravages of the winter months. You owe it to your trade to be well stocked to meet their needs.

Everlastic Liquid Roofing Cement

UNEQUALLED for resurfacing worn-out felt and "Rubber" roofs. Has the consistency of thick molasses; is easy to apply and dries quickly into a hard, elastic, wonderfully durable coat. Proof against moisture, acids, alkalies and fumes. Has the same base as Barrett Specification Pitch, which is famous for its waterproofing qualities. Comes ready for use in packages ranging from 1-pint tins to 40-gallon barrels.

Elastigum Plastic Patching Cement

THE plastic cement of a thousand uses—tough, elastic, adhesive, waterproof. Easy to apply and sticks obstinately to both wet and dry surfaces.

Unequalled for patching holes and leaks in roofs of all kinds and for repairing flashings, relining gutters, stuffing cornices, lining cisterns, etc. Its life and elasticity are unaffected by changing temperatures. It *stays tight* throughout the most severe weather conditions. Elastigum is a popular repair material for which dealers are finding a tremendous demand this year.

In 1-lb. tins (24 to the case), 5-lb. packages (12 to the case), 25-lb. packages, ½ barrels (about 300 lbs.) and barrels (about 600 lbs.).

HERE are some other Barrett Products ready to make money for you. They all bear the Barrett name—and they're all Barrett quality. The popular Everlastic "Rubber" Roofing, Everjet Elastic Carbon Paint, Nox-Aer-Leek Boiler Setting Cement are money-makers and satisfaction-producers.

ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S. The Barrett Company LIMITED MONTREAL WINNIPEG TORONTO VANCOUVER

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gasoline Tanks and Pumps
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Middletown, N.Y.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Middletown, N.Y.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Slater & Barnard, Ltd., Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

G R

MINISTRY OF MUNITIONS

THE DISPOSAL BOARD HAVE

STOCKS

LYING IN THE UNITED KINGDOM

and

AVAILABLE FOR EXPORT

of

ENGINEERING STORES

Ferrous and Non-Ferrous Metals

Plant and Machinery

Steam Engines and Boilers

Factory Stores

Machine Tools

Railway Material

Contractors' Stores

Electrical Instruments and Machinery

Medical Stores

Chemical and Explosives

Motor Vehicles

Agricultural Machinery

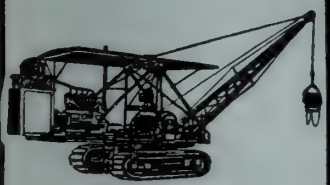
Aircraft

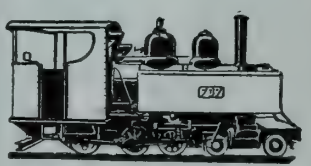
Furniture

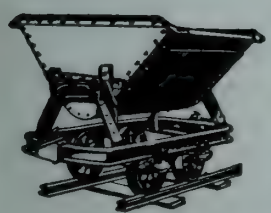
Textiles and Clothing

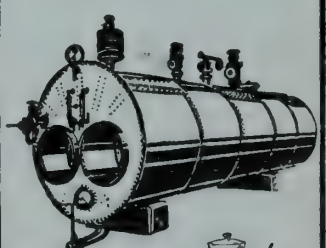
Boots and Leather Equipment

Motor Boats, etc., etc.



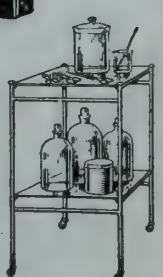






Buyers should instruct their representatives in the United Kingdom to communicate with the Secretary, Disposal Board, Ministry of Munitions, Caxton House, Tothill Street, London, S.W.1.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



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THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, On.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Stayholts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
Slater & Barnard, Ltd., Hamilton, Ont.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
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The A. R. Whittal Can. Co., Ltd., Montreal.

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Canada Metal Co., Ltd., Toronto.

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Henry Disston & Sons, Limited, Toronto.
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Stanley Rule & Level Co., New Britain, Conn
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Campbell Agencies, Toronto.
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Goodell Pratt Co., Greenfield, Mass.
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Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

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Western Wire & Nail Co., London.

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Boston Varnish Co., Everett Stn., Boston, Mass.

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Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
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Sherwin Williams Co., Winnipeg.
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Can. Yale & Towne, Ltd., St. Catharines, Ont
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Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

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The Penberthy Injector Co., Ltd., Windsor, Ont

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Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Montreal.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
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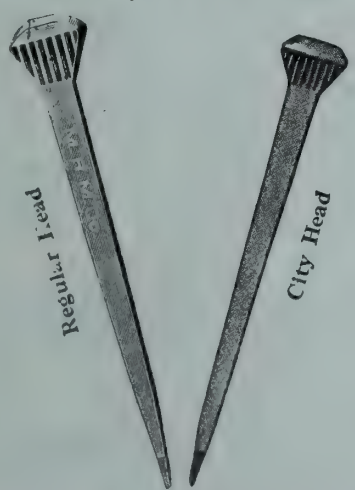
10	2⅞ in.	4.50
11	3 1/16 in.	4.50
12	3¼ in.	4.50



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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Middletown, N.Y.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Saws, Power
Clemson Bros., Inc., Middletown, N.Y.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

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E. B. Eddy Co., Ltd., Hull, Que.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont

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J. H. Williams & Co., Brooklyn, N.Y.

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Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man..

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Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

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The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

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Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

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S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

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Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
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Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
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Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

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Burlington Windsor Blanket Co., Toronto.

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The Deco-Tint Co., Montreal, Que.

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Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

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Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

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D. J. Ladd & Co., Winnipeg.

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Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

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E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
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A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
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Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

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Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
F. W. Lamplough & Co., Montreal, Que.

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Goodell-Pratt Co., Greenfield, Mass.

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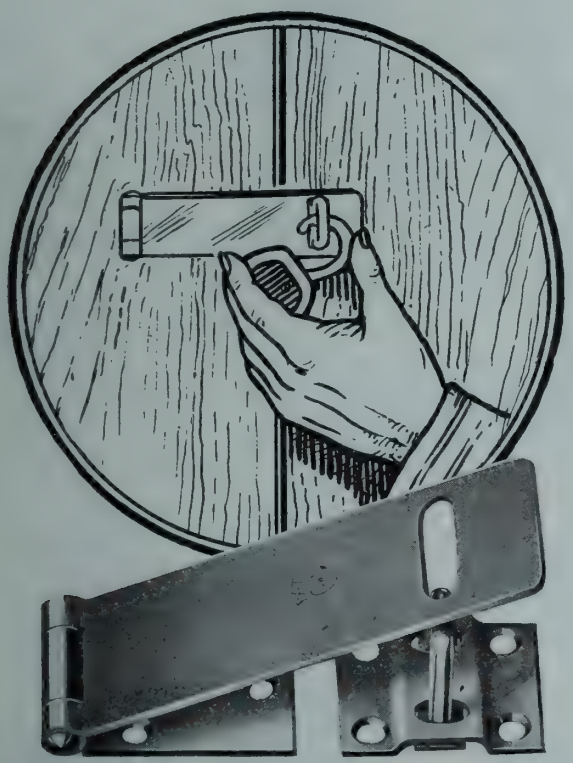

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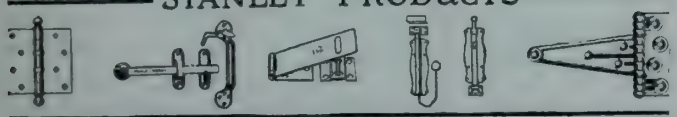

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Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
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Hobbs Mfg. Co., Montreal, Que.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Dorken Bros. & Co., Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co. Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
The B. Greening Wire Co., Ltd., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
Auto-Strop Safety Razor Co., Toronto, Ont.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

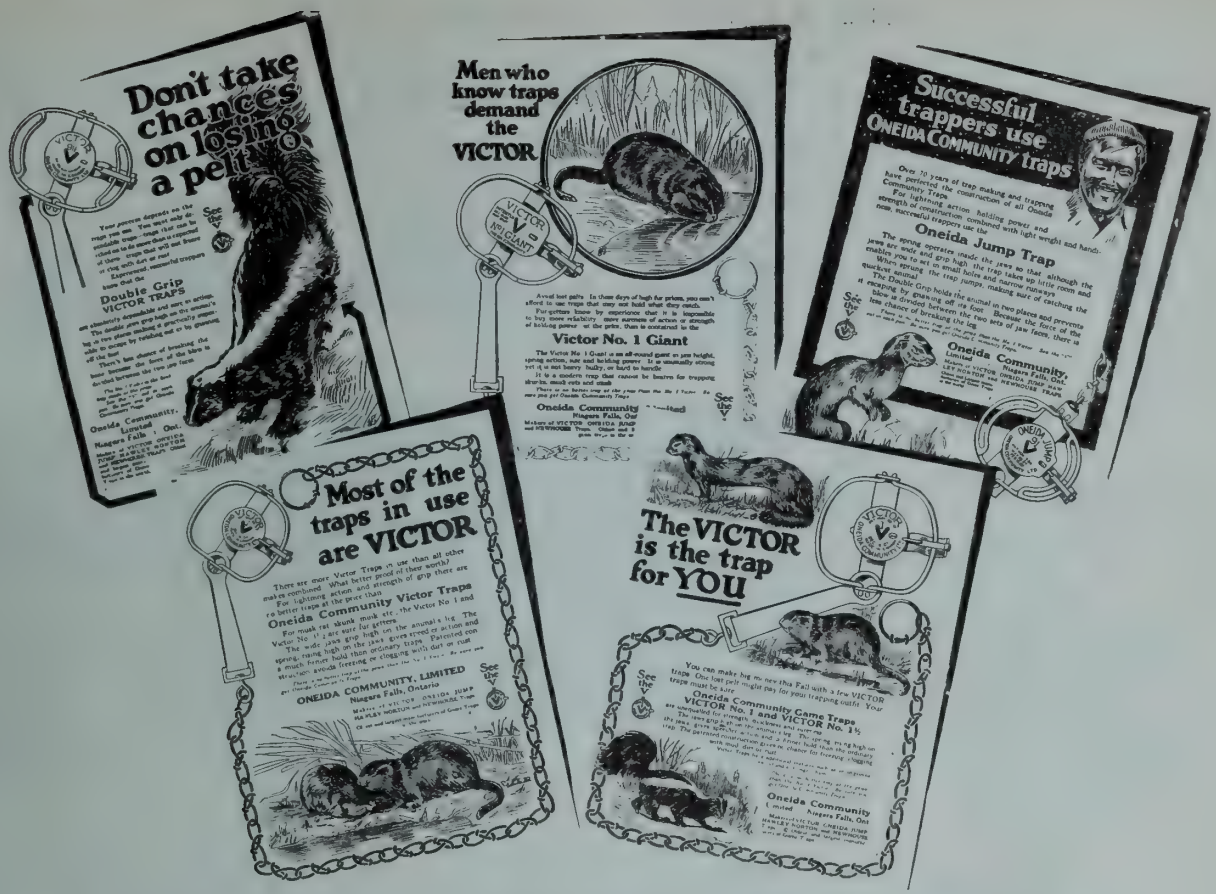
Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.



These ads. are working for you

You can't help selling VICTOR Traps because more VICTOR Traps are bought than all other makes combined.

With the bigger demand on account of the increased trapping this Fall, you will do well to link your store in no mistakable fashion with

Oneida Community Game Traps

The ads.—shown here in a much reduced size—are educating fur-getters to avoid substitution by looking for the "V" cut in each pan.

Since trappers want only Oneida Community Game Traps, you owe it to yourself to display them prominently.

Feature VICTOR Traps and get all the benefit of these ads.

Your jobber can give you all information.

Oneida Community, Limited

Niagara Falls, Ontario

Makers of Victor, Oneida Jump, Hawley-Norton and Newhouse Traps.
Oldest and Largest Manufacturers of Game Traps in the World.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shellac
Stewart & Wood, Ltd., Toronto.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sickles
The Burrowes Mfg. Co., Toronto, Ont.

Sifters, Ash
Wiebusch & Hilger, Ltd., New York, N.Y.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
The Fyrac Mfg. Co., 360 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
R. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont.
National Electric Heating Co., Ltd., Toronto, Ont
The Northern Electric Co., Limited, Montreal, Que.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.
Dingley Bros., Export, Limited, Lindsay Bldg., Montreal, Que.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Syphons
The Anthes Foundry Co., Limited, Winnipeg, Man.

Tacks
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

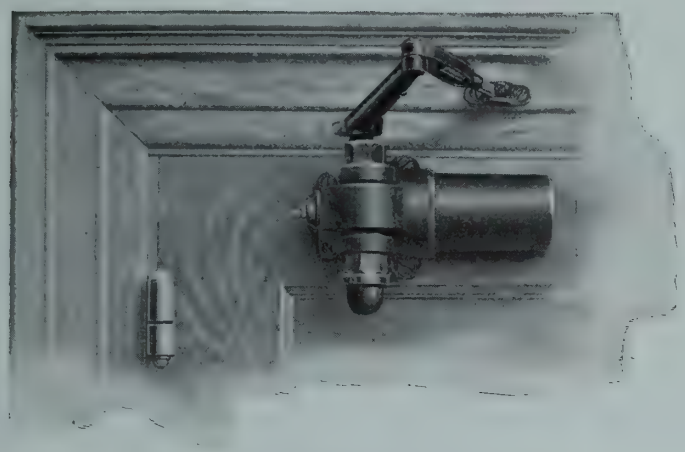
Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

REGISTERED TRADE MARK

Simplicity—Durability

No Lefts or Rights
No "Winding-Up" Springs
Longer Plunger
Larger Bore

RIXSON



Oil Stays Fluid at 40° Below
Springs and Working Parts Always in Oil
18 Years Without an Equal

RIXSON

Genuine Rixson Door Check

Single-Acting

Guaranteed for two years

The spring in this check will stand more wear and tear than any other type—it would serve even if it were broken in two places; our "cut-open" sample shows this. The spring is ready for business—no guesswork in adjusting. The check is most active when the door is nearly closed—important in overcoming latch friction, or sagging, etc. The oil contains no alcohol to evaporate—the element used is a valuable lubricant. Working parts always in oil—no friction or rust.

This splendid check is one of the good sellers offered the trade by the Toronto Lock Mfg. Co.,—the To-lo-co people. Those who have tried it find this organization determined to give superior service to the trade, prompt service and the best prices the market will permit. This house always stands ready to replace without discussion any defective part—should there be one. It appreciates trial orders from hardwaremen who are looking for good service. Ask for Catalogue A on Builders' and Cabinet hardware.

Prompt Shipment from Stock

Toronto Lock Manufacturing Company

Patterson Place, Toronto, Canada

TORONTO LOCK TO-LO-CO MANUFACTURING CO.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tarred Welts
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.

J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Timers for Ford Cars
The Franco-British Supply Co., Winnipeg, Man.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Canadian K.K. Co., Ltd., Elora, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube Co., Woodstock.

Tumbler Holders
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders & Engineers, Ltd., Manchester England.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

The average dealer usually carries various types of Cordage, each possibly efficient in its own limited sphere; why isn't it good business to concentrate on the sale of

AERO CORD

which gives superior efficiency for all purposes, thereby reducing stock and eliminating much unnecessary detail work and which will result in a larger percentage of profit.

AERO CORD will give equal satisfaction indoors or out.

If your Jobber cannot supply you write us.

THE AERO MFG. CO., Limited

Factory: LENNOXVILLE, QUE. SHERBROOKE, QUE.

Western Agents:
THE H. L. PERRY CO., LIMITED
Winnipeg, Man.

Corrugated Garbage Cans

Galvanized

A Davidson Garbage Can does not rust because it is heavily galvanized after the body is made up. Iron rings japanned in colors at top and bottom counteract the very roughest usage—seamless overlapping cover. The corrugations around the body give extra strength.

Several other styles of galvanized cans—write for particulars.

The Thos. Davidson Mfg. Co. Limited

DAVIDSON'S PREMIER MADE IN CANADA THE SEAL OF DURABILITY

Head Office: MONTREAL

Branches
Toronto and Winnipeg

Steel Foundry Division:
Lachine Canal, Turcot.

DAVIDSON

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THE BUYERS' GUIDE

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton Ont

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton

Wire Mats
B. Greening Wire Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Screens
Atlas Iron, Wire & General Metal Works, Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
The Hoyt Metal Co., Toronto.

Saves Slitting Paper and Cloth

Saves Time and Material

Carbalox Convenient Rolls hold a leading place in cutting ability. This wonderfully hard mineral is extensively used for Polished Bearings and Boxes in Metals, Aluminum, Brass, Copper and Steel Work. It aids in reducing cost of production. The workman with a convenient roll at hand need waste neither time nor material in his efforts to produce the best results.

Canadian Sales Representatives:
A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

UNIMECO
MADE IN CANADA
WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

If interested tear out this page and place with letters to be answered.

TRADE CSB CO MARK

This Trade-Mark on Spring Hinges signifies the **highest quality.**

Look for it on every hinge — none are Genuine Chicago Spring Hinges without it.

TRADE CHICAGO MARK

SPRING HINGES

The Chicago "Relax" Spring Pivot Hinge is high class and has an exclusive feature.

It swings doors silently and easily with its smooth ball bearing action. The **spring action release feature** has created a demand. Sells on sheer merit.

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue M36

Type No. 6001

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canada

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.

Manufacturers NEWMARKET, ONTARIO

CARTER'S

Carter's Genuine Dry Red Lead

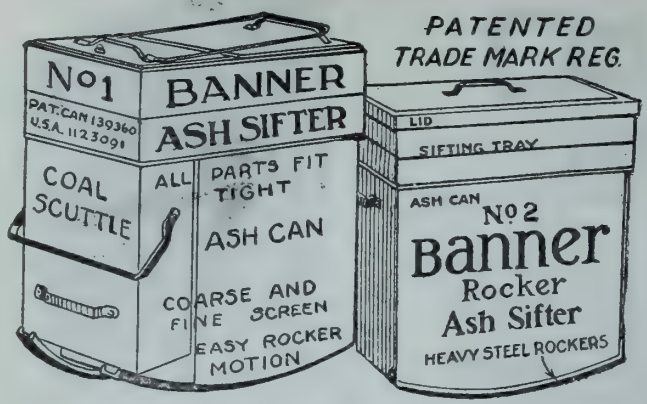
A pure, uniform and economical paint and preservative for metal work, steam pipes, etc.

Made from the highest grade of Canadian Pig Lead, highly oxidized and very finely ground. Used with pure Linseed Oil, it is very easy to apply and has unusual covering capacity.

Every sale of Carter's Genuine Dry Red Lead assures you a satisfied customer and a good profit.

Ask for prices on this and the other Carter lines—Carter's Genuine Dry White Lead, Carter's Genuine Orange Lead and Carter's Litharge.

The Carter White Lead Company of Canada Ltd., 91 Delorimier Ave., Montreal



HARDWARE DEALERS!

Five Minutes' Concentration of Thought on Ash Sifters will convince you that the

BANNER ASH SIFTERS

are superior and more satisfactory than other styles.

First, the back-breaking shaking is eliminated. Easy rocker motion. All weight on ground. Sifts the cinders clean. Cannot clog. Convenient height. Sifts quickly. All parts made to fit tight. The No. 1 has a coarse and fine screen that saves extra fuel. Also an attached scuttle that closes in all dust in transferring. Can you conceive of more satisfactory ash sifters?

The Burrowes Manufacturing Co.

TORONTO, ONT.

SIMONDS SAWS

Simonds Crescent Ground Cross-Cut Saws are the most economical saws to buy in the long run. They stand hard usage and wear exceptionally well, hold their cutting edge and temper longer than the ordinary saw and do not bind in the kerf. Lumbermen prefer the Simonds Crescent Ground Cross-Cut saw because they have proven that it will cut 10 per cent. more timber than other brands.

Write for Prices

SIMONDS CANADA SAW CO., LIMITED

"The Saw Makers"

St. Remi St. and Acorn Ave.

Vancouver MONTREAL St. John, N.B

Roofers and Dealers

ATTENTION!

We have on hand a large supply of 1-, 2- and 3-ply Roofing. Also a complete stock of Felt and Pitch, Roofing Cement, Everjet Paints, Coal Tar and the invaluable Elastigum Plastic Cement which is put up in packages of 1 pound, 5 pounds, 25 pounds, 100 pounds, ½ barrels of 300 lbs. and full barrels of 600 lbs.

We also offer a carload of Slatex Strip Shingles put up in cartons of half a square in either Red or Green at $8.60 per square.

WHEELER & BAIN

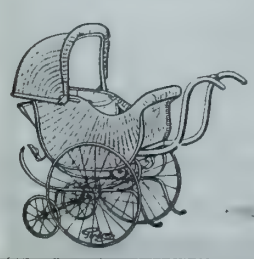
179 King Street East, Toronto, Ont.

Phone Main 785

THE GENDRON MFG. CO., Ltd.

Makers of a line of goods that are always in demand.

Children's Vehicles
Bathroom Fittings
Coaster Wagons
Sleds and Sleighs



THE GENDRON MFG. CO., Ltd.

137 Duchess Street, TORONTO

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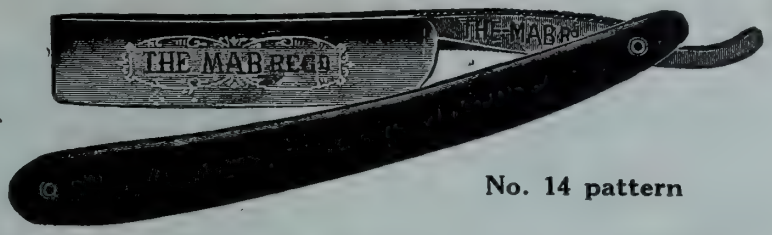
The Famous "MAB" RAZORS

25 years' reputation



No. 14 pattern

Dwarf size for self-shavers.

Large size for barbers.

"Mab" Razors are known throughout the world and recognized by all as the acme of perfection, made from the finest Sheffield steel. Every razor guaranteed perfect. Mab pocket cutlery is also made from the same steel.

Apply for prices and particulars from our Canadian Agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto. Telephone Main 6510

Made by THE "MAB" CO., Birmingham and Sheffield, England

"VIKO"

Aluminum Products

SELLING POINTS

Stamped from pure aluminum, durable and light in weight, attractively designed, will not tarnish, free from poisonous compounds, rust-proof and sanitary. Rounded corners, easily cleaned, economical, fuel saving, no plating to chip, heat readily and evenly, and will not burn or scorch foods, no joints to give trouble, handles of tinned steel, hinges nickelled steel. Write for more details.

Hurtubise Limited

Successors to

North American Hardware Supply Limited

222 Notre Dame Street West

MONTREAL CANADA

We can give Prompt Delivery on the following:

"Elephant Brand"

Tarred and Dry Sheathing

Tarred Felts

7-10-16 ounce weights

Roofing Paints, Plastic Cements, Coal Tar, Roofing and Paving Pitch, Creosote Oils, Fly Oils and Disinfectants, etc. Inquiry solicited.

The

Hamilton Tar & Ammonia Co.

Limited

Hamilton, Canada

Don't Throw it Away

Does Your Granite Dish or Hot Water Bag Leak?

USE MENDETS

A PATENT PATCH

Quick Sales Big Profit Satisfaction

Occupy But Little Space Sell Easy

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

Collette Mfg. Company, Collingwood, Ont.

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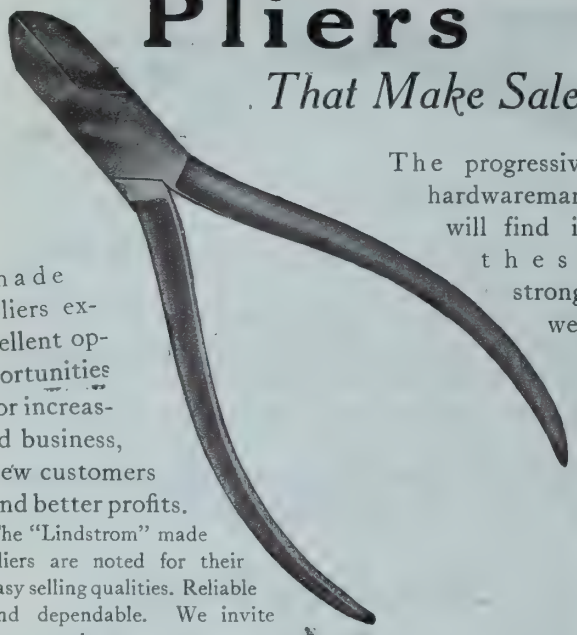
Pliers

That Make Sales



The progressive hardwareman, will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits. The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

Canadian Agent:

F. W. Lamplough & Co.
46 St. Alexander St., Montreal

Manufacturer:

F. E. Lindstrom
SWEDEN

Establishing the Reputation of a New Firm or Extending the Reputation of an Old One

When the shrewd, modern advertiser has successfully harnessed the great power of publicity to his business, his next operation is the selection of a definite objective. Perhaps one of the most familiar objectives that makes his continuous advertising productive and profitable is the establishing or extending of the firm's reputation by a regular weekly message to the whole hardware trade of Canada setting forth the claims and policies of the house. The trade invariably prefers to purchase from a concern that has become familiar in the pages of their favorite trade newspaper—HARDWARE AND METAL.

More Prefitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough, leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & Co., LIMITED
37 St. Antoine Street
MONTREAL

If interested tear out this page and place with letters to be answered.

Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

in

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

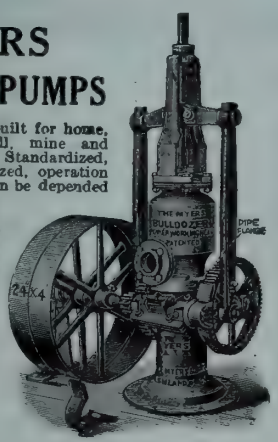
THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
ASHLAND OHIO

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co., Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

If interested tear out this page and place with letters to be answered.

BIG PROFITS

FOR THE RETAIL HARDWARE STORE

SELLING

Tents and Camp Equipment

WE ARE WHOLESALE MANUFACTURERS—TRY US

WOODS MANUFACTURING CO.,
LIMITED

OTTAWA

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

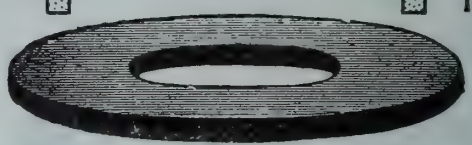
Walter Woods & Co.

Hamilton and Winnipeg

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

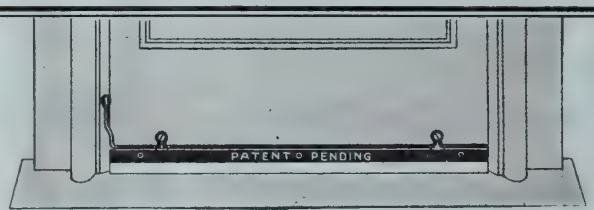


Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.



The Automatic Door Strip

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

Atlas Iron, Wire and General Metal Works

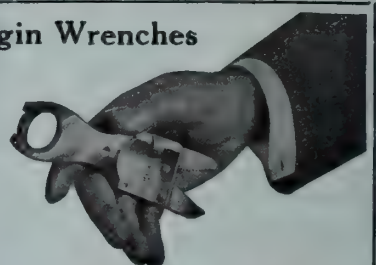
815 Queen St. West, Toronto. Phone Adel. 3889

Manufacturers of

Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.

"While we stand still we rust."

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

If interested tear out this page and place with letters to be answered.

The Publisher's Page

TORONTO OCTOBER 30, 1920

We're with You

ON Wednesday, Oct. 20, the Association of Canadian Advertisers endorsed the statement of W. G. Steward of Goodyear Tire and Rubber Company that all trade newspapers should be required to furnish audited statement of circulation.

Advertisers who are members of A. C. A. and those who are not would be acting in their own interests and in the interests of Canadian publishers by insisting that every publication in which their advertisements appear should come out into the open and furnish a statement of circulation certified by some independent organization such as A. B. C.

Hardware and Metal is the only hardware publication in Canada that has submitted its circulation records to the pitiless audit of the Audit Bureau of Circulations.

Hardware and Metal reaches all the wholesalers and jobbers, 90 per cent. of the retailers, and many travellers, salesmen and clerks of the Canadian hardware trade, and is the only Canadian hardware paper that furnishes a circulation statement audited by the Audit Bureau of Circulations. The rates are moderate: $65 per page; $36 for half page; $21 quarter page, and $120 for two pages. Cost of color, and inserts on special stock, supplied on request.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**

Montreal Branch, Southam Bldg. **Winnipeg Branch, Union Trust Bldg.**

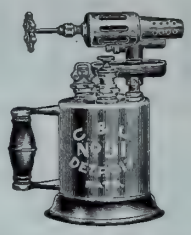
Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto



No. 91 Kerosene Torch.
List Price, Each, $17.60.
Ask for Discount.

The No. 91 Kerosene Torch

is well balanced and is popular with the Trade where kerosene as fuel is desired. The burner is fitted with shut-off needle, producing a steady blue flame of intense heat and will quickly melt quarter-inch copper rod and do medium and light brazing. All parts are interchangeable and the improved construction of the burner practically eliminates carbon deposit. The tank is made of heavy gauge drawn brass, reinforced and fitted with patented automatic brass pump, which easily and quickly supplies the required air pressure. Jobbers supply at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
DETROIT, MICH., U.S.A.

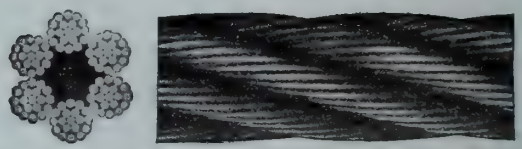
Satisfying to Use or to Sell

Every sale of this B. & C. Improved Adjustable "S" Wrench makes a new friend and future customer for you. It satisfies the customer and brings him for other wrenches of this sales-making line. Easily adjustable by the thumb of the hand that holds it. Carefully hardened and tempered.

Guaranteed. B. & C. Quality sells it. Write for prices.

BEMIS & CALL HARDWARE & TOOL CO.
SPRINGFIELD, MASS., U.S.A.

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

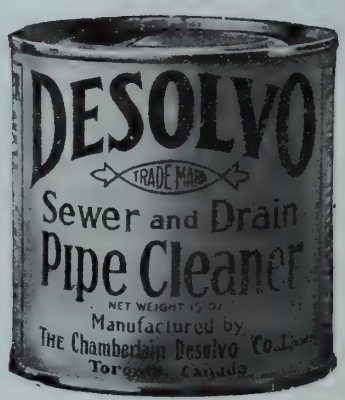
We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA



DESOLVO
Steady Increase

Sell Desolvo, the handy sewer and drain-pipe cleaner. You will feel a steady increase in business. New profits and permanent new customers.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., Toronto

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.
Ontario Representative: L. F. Mayne, London, Ont.; Western Canada Representative: N. D. McPhail & Co., 1329 Standard Bank Bldg., Vancouver, B. C.

Made in Scotland

Used the world over.

ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE

Write for Export Terms to—

MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN

CRANE VALVES

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST. PATRICK ST

MONTREAL

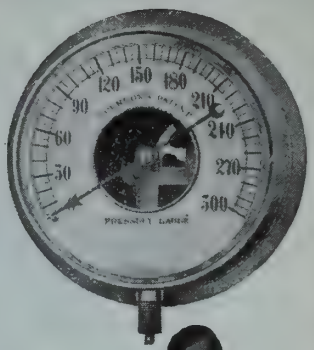
BRANCHES: Toronto, Winnipeg, Vancouver.
SALES OFFICES: Halifax, Quebec, Ottawa, Calgary

If interested tear out this page and place with letters to be answered.

FIVE WORKS---OVER 3,000 EMPLOYEES

UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG



Specialists in the manufacture of

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.

"UBEL" SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

Representatives for Canada (East of Alberta)
W. H. CUNNINGHAM & CO., 269 Richmond St. West, Toronto.
For British Columbia and Alberta
W. MASON ROOKE, M.I.M.E., 613 Dominion Bldg., Vancouver, B.C.

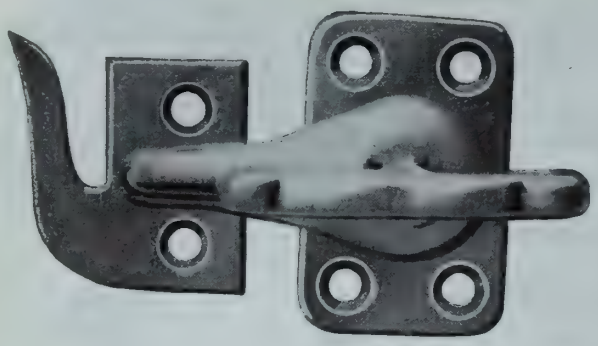
HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Also—

Lead Pipe
Sheet Lead
Solders
Ingot Metals
etc., etc.

HOYT METAL CO.
MONTREAL TORONTO WINNIPEG

If interested tear out this page and place with letters to be answered.



Casement Fastener

No. 200

Many stylish houses now being built are equipped with casement windows. You will have good sales for a reliable Fastener like No. 200.

We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

Ask for information.

The Stratford Brass Company, Limited
Stratford, Ontario

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

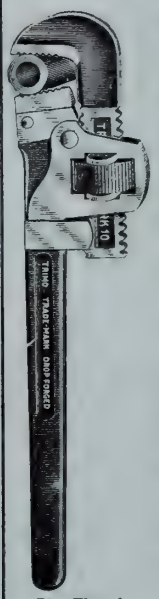
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

TRIMO

THE WORD TRIMO



Pipe Wrench

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench

The Trimo Chain Pipe-Wrench

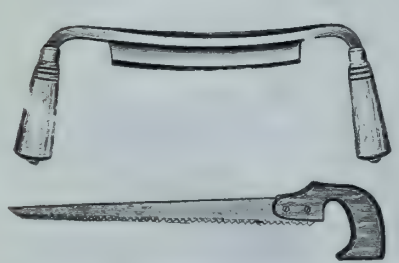
The Trimo Nut Wrench

The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS



The Crescent Line

Small Tools and Hardware Specialties

HERE is a widely known line that makes good sales and brings good profits. There is good reason for their popularity. Made from carefully selected materials under the most advantageous manufacturing conditions and rigidly inspected, they satisfy customers and bring good trade.

Ask Your Jobber

Campbell Agencies
TORONTO, CANADA
The Crescent Company, Meriden, Conn.

If interested tear out this page and place with letters to be answered.

Once Sold They Stay Sold

Morrison Gauges

There is no requirement for gauges that you cannot supply with Morrison Gauges, and with a good stock of Morrison Gauges you can make a satisfied customer of every prospect.

Reliable, dependable, trustworthy gauges that have the confidence of engineering and mechanical men everywhere.

Morrison Gauges include gauges for every purpose—for indicating or recording—pressure, temperature, altitude, revolutions, etc. Watch for the name Morrison, a guarantee of quality.

James Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West - - TORONTO, Ont.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

The enviable reputation of Morrison Gauges not only helps sales, but builds prestige for your store.

Write for full particulars.

These Are Three *National* ELECTRIC Appliances

WHICH WILL BE IN GREAT DEMAND FOR

XMAS TRADE

Get Your Order in Now

Cat. No. 106
Model B—6 lb. Iron

Cat. No. 180
Toaster Stove

Cat. No. 1210
Heatray

THE NATIONAL ELECTRIC HEATING CO., LIMITED

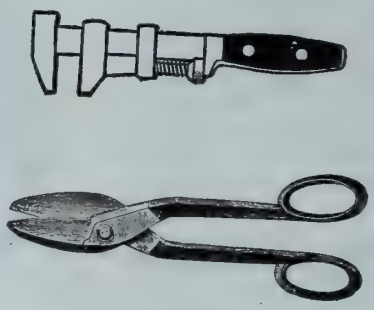
TORONTO, - CANADA

If interested tear out this page and place with letters to be answered.

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

366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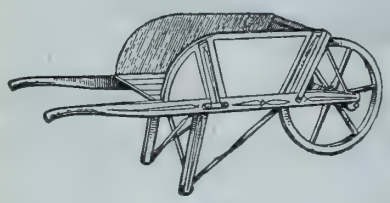
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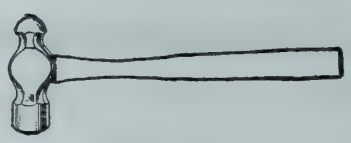
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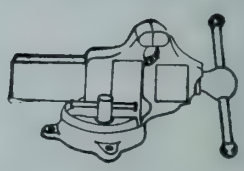


THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

If interested tear out this page and place with letters to be answered.

Manufacturers :

The Sheffield Twist Drill & Steel Co.

LIMITED

Works : Summerfield St., Sheffield

Telephones:	*LONDON OFFICE:*	Telegraphic Address:
London City 2660.	Suffolk House,	"Proells, Sheffield"
Sheffield - 712. 710.	5, Lawrence Pountney Hill, London, E.C. 4	"Proells, London" "Proells, Paris"

Code ABC 5th Edition

HIGH TWIST **SPEED DRILLS**

High-class Drills with **IRRESISTIBLE PIERCING FUNCTIONS** that stand the **WEAR** and **TEAR**—in other words, the **DRILLS** that are **EFFICIENT** and **ECONOMICAL**—are the **DRILLS** with the **"DORMER"** Brand.

We are manufacturing **SPECIALISTS**—Carry large **STOCKS**—Give **PROMPT** deliveries, and rely upon our products for **REPEATS**.

Canadian Agents :

Forrest, Jackson & Forrest

230 Craig Street West

MONTREAL : : CANADA

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company

Limited

St. Catharines

Ontario

OUR SPECIALTY

This Knife is made of best Sheffield Steel and the haft of A1 Nickel Silver. A turn of the ring opens the blade instantly. IT IS A QUICK SELLER EVERYWHERE. ORDER TO-DAY.

T.E. ROWBOTHAM & SON

Globe Works, Penistone Rd.

SHEFFIELD

A Good Year-round Seller is within your reach. Seize this opportunity to stock

The "TWEED" Sanitary Chemical Closet

It will bring you surprising results.

Write for Catalogue.

Stamped out of Black Sheet Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

STEEL TROUGH & MACHINE CO., LTD. : TWEED

Ward & Smith, Ltd.

CONGO WORKS

Sheffield, England

Buyers of the following will do well to write for our prices and delivery

PLIERS, SPANNERS, TURNSCREWS

and

STAMPINGS

and

MILD STEEL BARS

and

BILLETS

If interested tear out this page and place with letters to be answered.

A PIECE OF TABLE-WARE *may* be solid silver without the "sterling" stamp, the accepted "Hall Mark" of quality.

But you don't know.

A Bank might be honest and efficient without Government inspection.

But you don't know.

A business concern may be absolutely responsible without a commercial rating.

But you don't know.

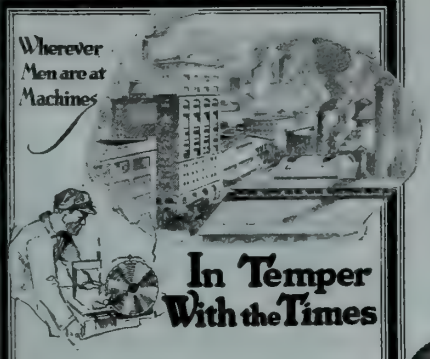
A publication may have the circulation it claims without verification by the Audit Bureau of Circulations.

But you don't know.

Better be sure.

The circulation of Hardware and Metal is verified by the A.B.C. Hardware and Metal is the only hardware publication in Canada that will supply an A.B.C. Audit.

If interested tear out this page and place with letters to be answered.



In Temper With the Times

Huther Brothers Inserted Tooth Milling Saw

(Coarse Pitch Type)

A SAW guaranteed to increase the production of any cut off machine. During the World War, when the great Ordnance Plants required milling saws to cut the great cannons, several of the largest plants chose

Huther's Inserted Tooth Milling Saws

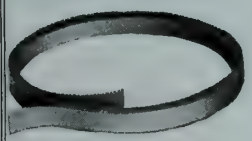
and they were wise in their judgment, for they are guaranteed to be the fastest, freest cutting, thinnest, inserted tooth milling saws on the market.

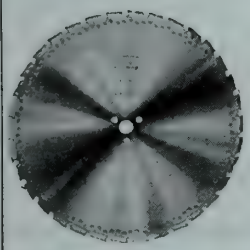
The Inserts may be worn down to about 3/16 inch from the heel before it is necessary to replace them. This allows you over 1¼ inch wear, which means that you can get more day in and day out use from this saw than any other in the market.

The inserts are made of the very best quality high speed steel, according to our patented process, perfected through fifty years of "know how."

Write us for Catalogue and Price List

HUTHER BROS. SAW MFG. CO. INC
ROCHESTER, N.Y.





Wise Factory Managers Specify Huther

File Users are Particular

Where files are used constantly in large numbers, they must be of the best.

It is the best of recommendations to the dealer that large file users invariably specify one of the following five brands:

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

Made in Canada by

Nicholson File Company

Port Hope - Ontario

We carry large reserve stocks and can give quick service

Its Handiness SELLS IT

The Imperial folding Steel Auto Chair is built of best steel of oval section, finished in rich black japan; seat and back upholstered in black waterproof art leather.

This comfortable, strong chair is a boon where space is at a premium, folds to less space than any other chair — yet perfectly convenient. Adult size seat 16" high. Children's size, seat 12" high.

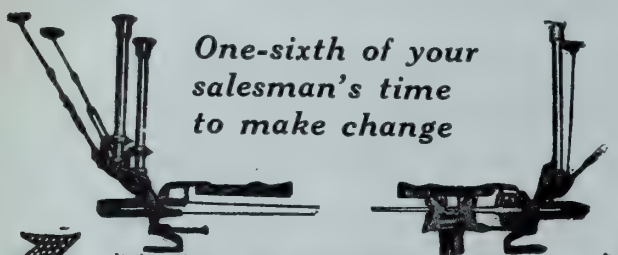
Imperial Bit & Snap COMPANY
RACINE - WISCONSIN

Why the Head Engineer Stands by "Maple Leaf" Belting

Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.

The Dominion Belting Co Limited
Hamilton Canada



One-sixth of your salesman's time to make change

It is estimated that it takes one-sixth of a salesman's time to make change under ordinary conditions. This means the time of one salesman in a staff of six. Eliminate the running and five salesmen can do the duties of six.

Our Cash Carriers will accomplish this for you, and at a greatly reduced cost with more efficiency. There also would be two persons in every transaction, viz., the salesman and cashier—each checking the other—and your money will be in the custody of one person, and in your office, where it properly belongs. Had you thought of it in this way? Our leaflet explains it fully.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

If It's Great Western

Solder - Lead - Babbitt Metal
It's Good

Made in Canada

Write or Wire You Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co.,
Chamber of Commerce Bldg.,
Winnipeg, Man.

A. G. Low Co.,
Saskatoon
Sask.

Hamilton Gas Mantles

Hamilton Gas and Gasoline Mantles
A fast selling line with talking-points that close sales. Satisfaction to the customer and new business to the dealer.
At all Good Jobbers.

The Hamilton Gas Mantle Company, Limited

Toronto — *Head Office and Factory* Hamilton, Canada — Montreal

---

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application *Immediate Shipment*

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey & Mason, 839 Beatty Street Vancouver.

Fall is Floor Varnish Time

"61" Floor Varnish

"61" Floor Varnish is well known for its durability. The wise dealer will lay in a good supply of this reliable product. We can make prompt shipments from a complete stock. Wire, 'phone or write. Do it now.

Our travellers cover Western Ontario and Niagara Peninsula.

KENT-GARVIN CO., LTD.
HAMILTON, CANADA

"The City of Peril"

By Arthur Stringer

"THE CITY OF PERIL" is full to the brim—and overflowing—with thrills, as it moves with kaleidoscopic swiftness from New York to Petrograd, and back again. Mr. Stringer always writes vividly and picturesquely—and every chapter has its *punch.* No living Canadian author can write more absorbing fiction, or put more compelling action into every chapter. "The Hammer of God" writes mysterious notes which throw Wall Street into a panic. Who is the "Hammer of God?" By reading this short-length novel, which will appear in huge instalments in this and the following issues of MACLEAN'S, you can satisfy your curiosity.

What Will Calder Do ?

NO one knows, not even Mr. Calder, according to J. K. Munro. This article also tells in Mr. Munro's inimitable fashion some secrets of Crerar, the Hired Man's Hero; of Mackenzie King and his all-star Talented Entertainers; of Premier Meighen, who has "hurled himself into the arena, with the National Policy in one hand and an axe in the other."

Other Articles and Stories Include :

"Banquets and Banqueteers"—Col. George Ham continues his recollections of famous and piquant characters. These reminiscences are being read from P.E.I. to B.C.—and beyond, and attracting scores of interested letters.

"St. Denis and the Plague"—By E. Llewellyn Hughes. A distinctive story of real merit, and a very charming girl.

"The Little Warrior"—By P. G. Wodehouse, has another rib-tickling instalment of generous proportions.

"Orsifer of the Law"—By Archie McKishnie, is another Lenix Ballister story, which shows the swarthy "hero" in a new light.

"Cash and Carrie"—By Leslie W. Barnard, a young Canadian author whose fiction is attracting attention.

"Sketches of Many Premiers"—Mrs. Asquith knew seven Premiers of England—and knew them intimately. There are not many untold secrets in Margot's life.

Review of Reviews Section

Some of the subjects discussed here are :

"Startling Facts from Versailles."
"One Solution of the Servant Problem."
"The New British Empire."
"Cancer Increase and How to Check It."
"The Women of Poland."
"Co-Partnership, the Labor Trouble Remedy."
"America Must Take Sides."
"Hungary Aiming to Restore the Monarchy."
"Murder of the Czar and His Family."
"Wealth vs. Love."
"Signs That Show a Man is 'Slipping'."

Secure Your Copy Early—The Supply is Limited

Over 80,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

NOVEMBER 1st ISSUE *On All News-stands* ***20c***

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Why is the Disston Trowel the choice of so many careful workmen?

Because it is manufactured in one piece from extra quality Disston-Made Steel. It is hardened and tempered by special Disston processes to give the much desired flexible blade. It is ground perfectly, insuring a smooth working surface. The post is straight and sits at an angle to the blade which gives an excellent balance to the tool. The handle whether Beech, Gum, Hickory, or Apple, fits the hand with unusual comfort. All these things mean a tool that is a real pleasure to use.

HENRY DISSTON & SONS
LIMITED
Toronto - Canada
Branch: Vancouver, B.C.

Dominion Spring Clothes Pins

Made Better
Hold Better
Sell Better

Dominion Spring Clothes Pins are made stronger and hold better than any other pin. They never split or splinter and will stand years of service. These are the points that make Dominion Pins popular with the housewives, so popular that they tell their neighbors to buy them.

For a fast-selling and profit-paying line the dealer will do well to stock and sell "Dominion Spring." Be sure to specify them in your next order.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

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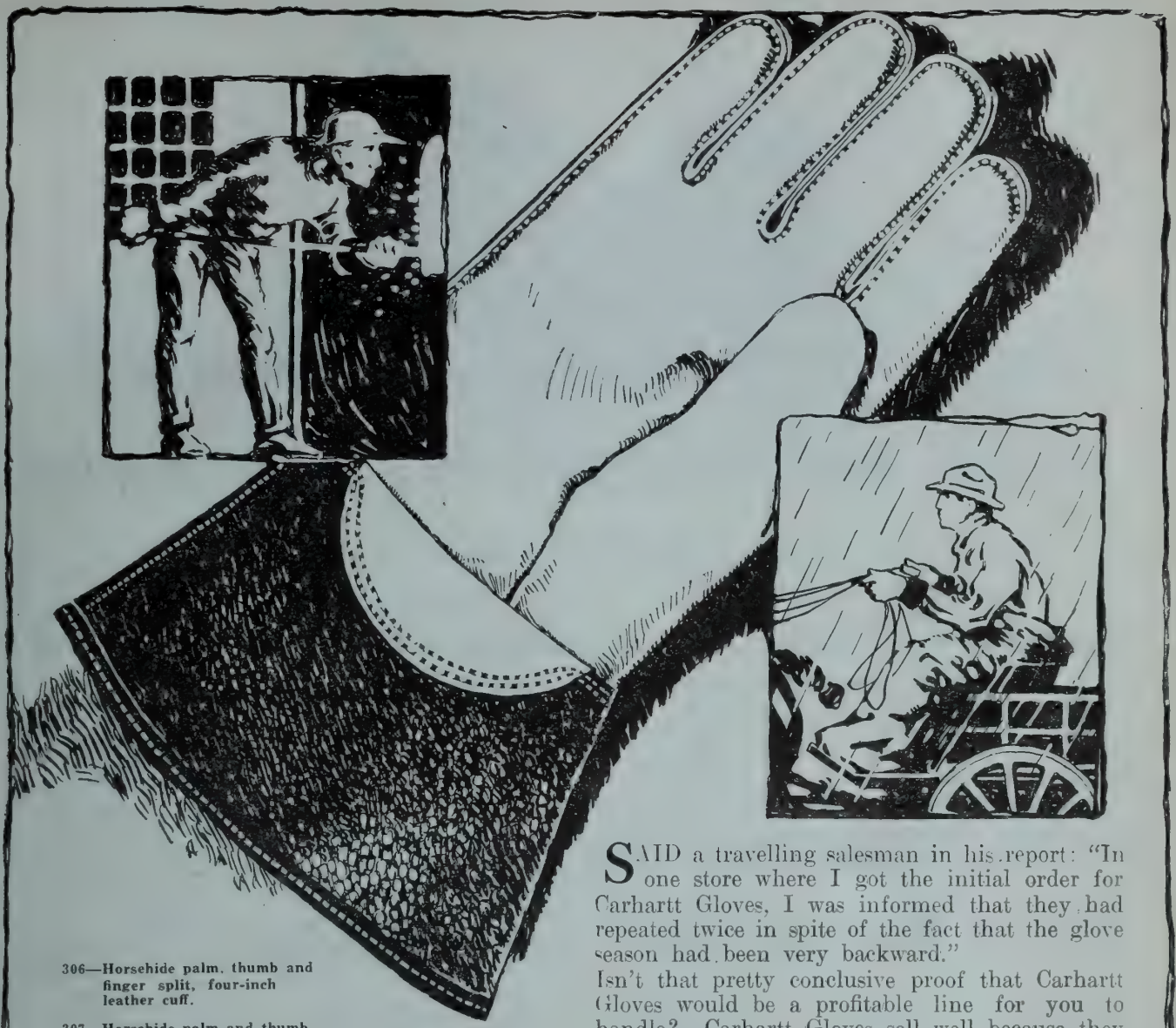

306—Horsehide palm, thumb and finger split, four-inch leather cuff.

307—Horsehide palm and thumb, four fourchette back split, leather cuff.

334—Full split, four-inch leather cuff.

401—Full horsehide, Plymouth pattern, strap around thumb, welted back and closing, four-inch sheepskin cuff.

SAID a travelling salesman in his report: "In one store where I got the initial order for Carhartt Gloves, I was informed that they had repeated twice in spite of the fact that the glove season had been very backward."

Isn't that pretty conclusive proof that Carhartt Gloves would be a profitable line for you to handle? Carhartt Gloves sell well because they have a good appearance. They turn over quickly because they give the customer the best value he can get for the money. Even the lowest-priced range is finished well. And they bring repeat business because they give good service to the various classes of workers for whom they are especially made.

In the Carhartt line you can get split and horsehide gloves for all classes of trade ranging from farmers' mitts, mechanics' and motormen's one-finger mitts and gloves to the highest class of railwaymen's gloves and gauntlets.

A display case or window of Carhartt Gloves, besides adding a note of attractiveness and progressiveness to your store, will often influence or suggest other purchases as well. Drop a line to-night for a sample assortment.

Hamilton Carhartt Cotton Mills, Limited

TORONTO, MONTREAL, WINNIPEG, VANCOUVER

Manufacturers of Carhartt Overalls, Alloverts and Work Gloves

CARHARTT GLOVES

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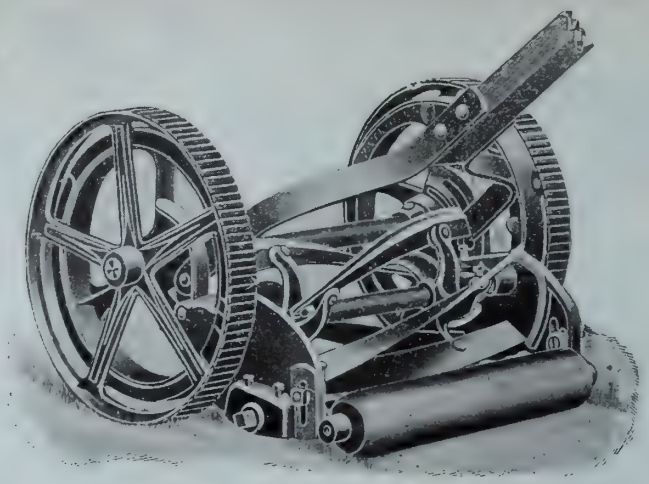
Write for Prices and Details NOW



We anticipate a big demand

ORDERS ARE ROLLING IN FOR MOWERS

Stock up with **T.-F. QUALITY**, and you can then anticipate quick sales—always dependable. They have stood the test for 40 years—none but the highest grade of workmanship and quality of material used. We make a specialty of this line and guarantee our product. Identify yourself with quality by stocking the line of Mowers that are well and favorably known as—

"ADANAC" "WOODYATT" "STAR" "EMPRESS" FAMOUS NAMES

Taylor-Forbes Company, Limited

THE LARGEST MANUFACTURERS OF HARDWARE IN CANADA

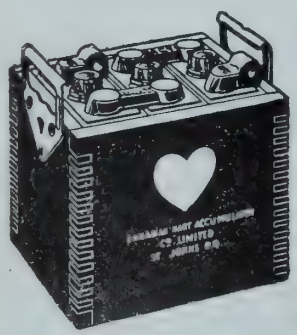
TAYLOR-FORBES CO.,
246 Craig St. W., Montreal
H. C. ROGERS, LTD.,
147 Prince William St., St. John, N.B.

Head Office and Works:
Guelph, Ont.

TAYLOR-FORBES CO., LTD.
1070 Homer St., Vancouver
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg

Hart Batteries

Built to stand the hardest tests of use or weather. The kind it pays to handle—because—they give the user **good service** and the dealer **good profits.**



Battery Repair and Service Dept.

We maintain a repair department in charge of Battery experts where work will be done at moderate cost, allowing a margin of profit for you. Prepay your batteries to us. Estimates will be furnished before work is undertaken, if requested.

Partridge Tires

Sturdy tires built to stand the wear and tear of Canadian Roads. Resiliency and strength combine to make them favorites of most motorists. We back them unreservedly and you wil gain the goodwill of your customers by recommending them.

Vulcanizing Dept. We Serve the Trade

Our tire and vulcanizing department is always at your service. Your work will be in the hands of experts. Satisfaction guaranteed. Moderate prices allow you a profit. Prepay your tires to us next time you need repair work or vulcanizing done.

Samuel Trees & Co., Ltd., 42 Wellington St. E., Toronto

Manufacturers, Jobbers and Wholesalers of Automobile Accessories

Established 1862

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Canadian Products Popular in Foreign Markets

Future of Canada's Mercantile Marine is Assured—Better Transportation Facilities—Harvesting of Crop Will Ease Money for Financing of Export Trade—Export Trade in Hardware, Cutlery, Vehicles, Paints, and Metals Shows Increase in Latest Figures.

WHERE Canadian products have found their way into the markets of the world these products have been well received and encouragement given for further trade. While present conditions in the Canadian market are somewhat unsettled, owing to the wave of price reduction proceeding chiefly in the United States and reflected in this country, manufacturers realize that there is a shortage both in Canada and abroad for most lines of goods and they are planning their production accordingly. Underlying business conditions in Canada are good; one of the largest crops in history is now being marketed and when this crop has been sold there will be provided a much increased credit for the financing of export trade. It is a recognized fact that the development of export trade requires considerable capital and this factor is receiving attention at the hands of Canada's banks. Owing to the wise curtailment of credit in recent months by the Canadian banks, credit has been kept on a sound basis and speculation discouraged. The result is that business is on a sound foundation and with the easing of money there is expected to be a great increase in the volume of business in Canada.

New Year Will See Big Business Resumption

While conditions are unsettled in many parts of the world to-day owing to labor troubles and difficulties encountered in the readjustment to more normal conditions, Canada is rapidly surmounting these troubles at home and through wise administration business men now feel confident in pointing to the likelihood of the resumption of business on a scale larger than any since the war, to commence early in the new year.

The existence of such conditions in Canada proves encouraging to manufacturers and evidence of their confidence in the outlook is found in the plans they are making for factory extensions, new products and increased production. Thus Canada is in splendid shape for the development of export trade from the standpoints of quality and quantity of products, credit facilities, etc.

Canada's Mercantile Fleet

Another big factor in the development of export trade is the necessity of having a mercantile fleet which is capable of taking Canada's products in required quantities to the markets of the world. Here Canada also stands well for this country now possesses a splendid mercantile fleet under Government ownership, a fleet of ships which are carrying Canada's produce to the farthest markets of the world to-day. The present fleet is but the nucleus of bigger developments in the future and the Canadian Government is prepared to add more ships from time to time as trade warrants.

Another fact which indicates Canada's increasing attention to matters of mercantile marine is the recent addition of a number of first class warships to the naval quota, for the purpose of giving ample protection to Canada's coastwise trade, and to form the nucleus of a fleet capable of protecting the future channels of trade to the markets of the world which Canada will maintain.

Effect of St. Lawrence Waterways Scheme

At the present time there is a movement under way which will have for its object the improvement of Canada's shipping facilities in connection with the development of export trade. This movement deals with the deepening of the St. Lawrence river, Canada's natural outlet to the sea, in order to permit ocean vessels to proceed up to the Great Lakes and thus take shipments from the centre of Canada direct to foreign markets without re-shipment or the use of rail transportation. A commission is now investigating the matter fully in both the United States and Canada as it is intended that the tremendous cost of such an undertaking would be shared by both countries. While this movement is largely forecast, it is an indication of the progressive measures being adopted in this

country having in mind the successful development of export markets and enabling Canada to achieve a high place in the markets of the world.

How Canadian Goods Are Received Abroad

An indication of the manner in which Canadian goods are received in foreign markets is found in the statement of William Whiteley Ltd., one of the largest departmental stores in Britain. This firm's buyer reported that Canadian lawn mowers, garden tools, oil stoves and other hardware lines were very satisfactory and sold readily. In such lines as washing machines it was stated that the Canadian product was of a high quality but some educational work should be undertaken by manufacturers on such lines.

While it may be commonplace to repeat the statement, yet it is nevertheless true that the war gave Canada an unexampled opportunity to enter the world's markets. It is significant that during the five years ending March 31, 1919 (corresponding approximately to the war period), Canada exported almost exactly one and a half times its total exports from Confederation (1867) down to 1914. Exports of Canadian produce reached, during this period, the enormous total of $5,050,000,000. Those of the fiscal year ending March 31, 1919, the second highest year, were $1,207,000,000—a contrast indeed with the $126,000,000 of 1909.

While much of these large exports consisted of war supplies yet it is a fact that Canada shipped abroad much greater supplies of articles previously exported, and found a market for many articles new to export trade. New markets were also found in the Continental Allied Countries. At the same time Canada nearly trebled its exports to British Countries outside of the British Isles from 1914 to 1919, increased its exports to the United States one and a half times and more than quadrupled its Central and South American trade.

Latest Figures of Export Trade

Latest figures of Canada's export trade representing the first four months of the fiscal year ending July, 1920, show a total export trade of $342,112,423.

Canadian sporting goods were exported in that period to the value of $21,339 in 1920 as compared with $15,593 in the same period ending July, 1919.

Iron and its products were also exported in a larger quantity than formerly. These exports for four months ending 1920 totalled $26,525,-299 as compared with $25,945,185 in 1919 and $18,157,058 in 1918.

Wire of all kinds also showed an increase, total exports in four months ending July, 1920, being valued at $770,269 as compared with $610,504 in 1919.

Automobile parts were exported in that period of 1920 to the value of $834,418 as compared with $343,356 in 1918. Passenger automobiles were exported to the value of $3,557,-945 in 4 months ending July, 1920, compared with $2,859,668 in 1919. Freight automobiles are exported to the value of $807,045 in 1920 period compared.

Total hardware and cutlery exports also show an increase, these totalling $3,033,390 in four months ending July, 1920, compared with $2,102,882 in 1919 period and $1,735,110 in 1918 period of 4 months.

The export of paints has also increased, figures for 4 months ending July, 1920, being $650,671 as compared with $254,295 in the same period 1919. Total paints, pigments and varnish exports in that period are $679,349 as compared with $265,145 in the 1919 period.

What Harris Told the Salesman

"Sorry, old man, but I'm not in the market for any other radiator repairers. I've got one here—and it's a dandy. Retails at 75 cents and is *guaranteed* to repair cooling system leaks quickly—and for good. It sells easily, and gives me a quicker turnover at a bigger profit."

"But—." started the salesman.

"No 'buts' about it, my friend. To buy your brand I'd have to carry about six different sizes—tying up more of my money. One can of SE-MENT-OL is enough for the largest cooling system—no need to stock other sizes. And I don't intend to change brands—I'm 'sold' on

SE-MENT-OL

SE-MENT-OL is the **original** self-acting radiator repairer. SE-MENT-OL Liquid, kept in the radiator, will keep the cooling system leak-proof for the life of the car.

If you're not already handling SE-MENT-OL and the other NORWESCO products, take a tip from Harris. He used to sell several brands—now he's pushing only NORWESCO.

Retail price, Liquid or Powder, 75 cents

Write to-day for dealer's proposition and discounts.

The Northwestern Chemical Co.

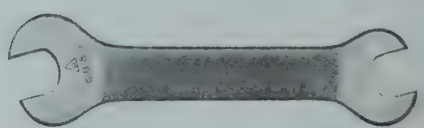
2110 State Street, Marietta, Ohio

Canadian Factory: **Montreal**

CANADA
FOUNDRIES & FORGINGS
LIMITED

RED WING PUMPS

ENDURANCE WRENCHES—ALL TYPES



JAMES SMART PLANT
BROCKVILLE, CANADA

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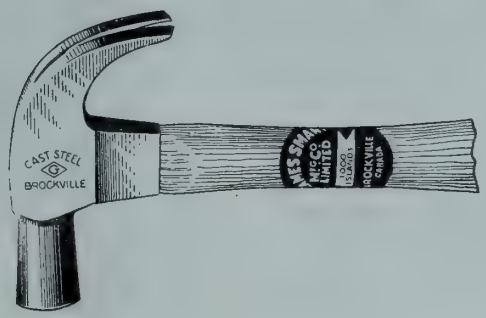
CANADA

FOUNDRIES & FORGINGS

LIMITED

Thousand Island Hammers



Thousand Island Axes

Brockville Lawn Mowers

JAMES SMART PLANT
BROCKVILLE, CANADA

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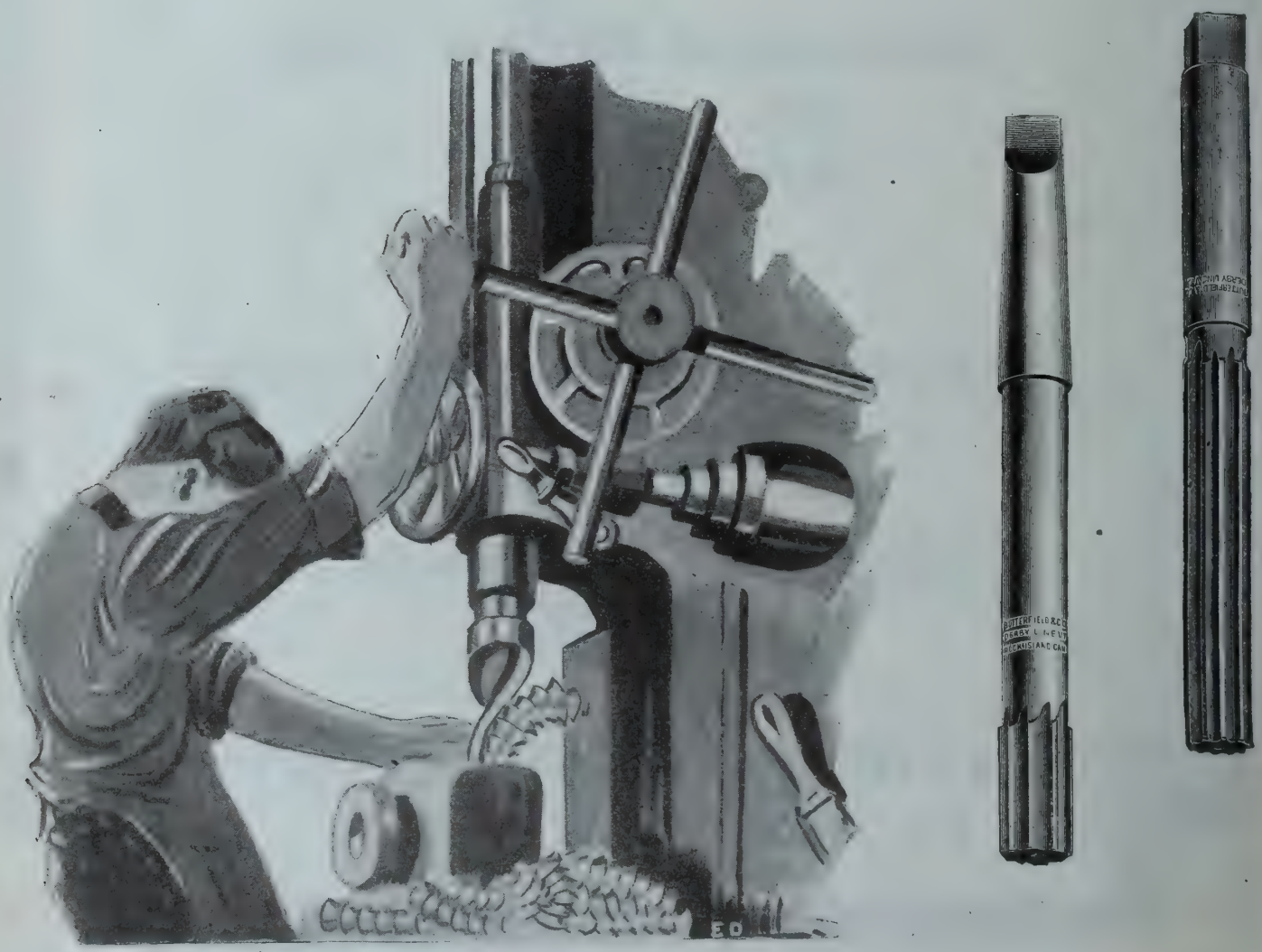
We are ready to supply

Foreign Buyers' Needs

BUTTERFIELD'S Tools have been made for 40 years. In the Dominion of Canada, and in the United States of America, they are regarded as a standard of tools. Machinists engaged in engineering work, tool users and buyers—especially purchasing agents of large plants—are familiar with the well-known, reliable qualities of Butterfield Tools. They are accurate, fast-cutting tools that stand-up to the work required of them and give increased production.

On the opposite page is shown a list of the Butterfield Foreign Representatives. There is one reasonably near you, wherever you may be. He will be glad to give you every assistance and counsel in selecting from the wide range of Butterfield Tools those most suitable for the needs of your customers, or your own use, as the case may be. As market conditions are changing we shall be able to give still better service to the export field.



FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen S. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

Butterfield Tools Are Made In Wide Variety

Special Tools Made to Order From Samples or Working Drawings

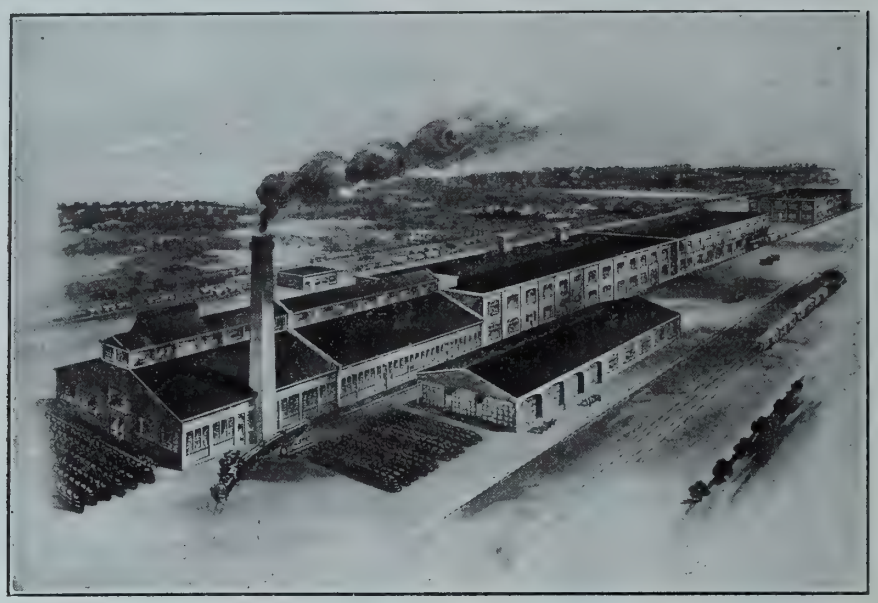
A catalogue of Butterfield Tools will best show the very wide range of tools. We can meet most conditions from standard models, but in case your customer's industry, or your own, requires special tools, we make them to order from samples or working drawings.

Butterfield & Co., Division

Union Twist Drill Company

Rock Island, Quebec

BUTTERFIELD



BALE TIES

The Export Market

Hardware dealers and ironmongers in foreign countries know the value and standard of Canadian-made products. They know that only high quality materials are used, and that skilful mechanics produce the quality that has made Canadian products the standard of efficiency and service. Laidlaw Nails and Wire need no introduction to dealers in foreign countries; they know and appreciate the sales-pulling power of Laidlaw Products.

Laidlaw Nails are made in styles and sizes to meet the requirements of every country and packed to ensure safe delivery to all parts of the world.

Wire of any variety to suit any purpose: Bright, Annealed, Coppered, Stove Pipe, Lacquer Finished, Square, Pin, Brush, Bookbinders', Hat, Florists', Varnished, Weaving, Mattress and other fine Tinned or Galvanized Wire.

Fine Wire

The Laidlaw Bale-Tie Company, Limited

Hamilton, Ont.

AGENCIES:

Norman Jessiman, Vancouver, B.C. — A. T. Diggins, Toronto, Ont. — Harry F. Moulden & Son, Winnipeg, Man.

H. E. O. Bull, Montreal, Que. — M. Bryan, 24 Aldgate, London, England.

Baling Wire

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Slater & Barnard, Ltd. SB Hamilton, Ontario.

QUALITY HARDWARE

SQUARE TROLLEY HANGERS

No. 1922 Single Track Square Trolley Hanger

High Grade Steel

Roller Bearings

Pressed Steel Wheels

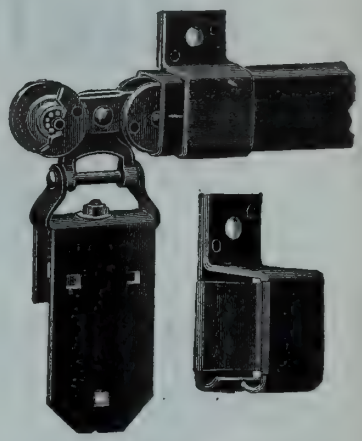
End View
No. 1915 Square Trolley Track

Actual Size

Note Special Feature
Round Running Bed

Both of these Hangers are for use in No. 1915 Track.

No. 1915 Track supplied in 4, 6, 8 and 10 ft. lengths

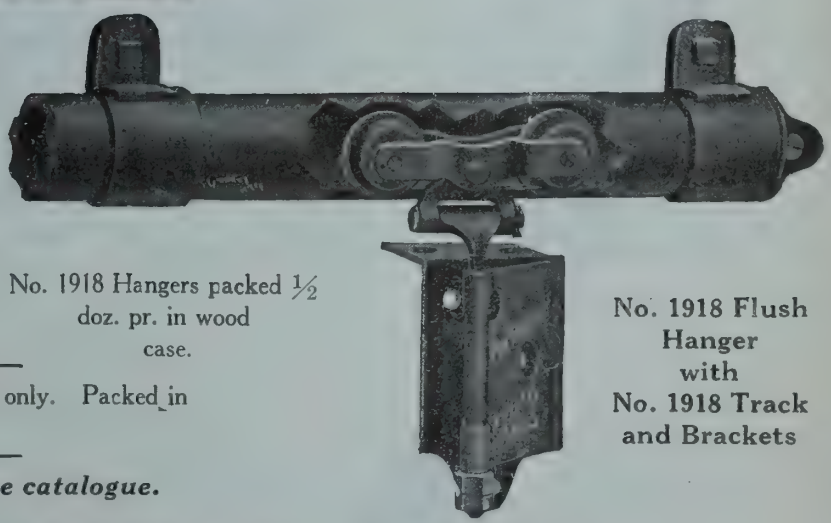


No. 1914 Hanger with 1915 Track and Brackets

ROUND TROLLEY HANGERS

No. 1917 Hanger with No. 1918 Track and Brackets

The only self-cleaning Track on the market which will not hold dust or water.



No. 1917 Hangers packed ½ or 1 doz. pr. in wood case.

No. 1918 Hangers packed ½ doz. pr. in wood case.

No. 1918 Flush Hanger with No. 1918 Track and Brackets

No. 1918 Track supplied in 3 ft. lengths only. Packed in 48' and 60' crates.

Ask for a copy of our complete catalogue.

SLATER & BARNARD, LIMITED
HAMILTON, ONTARIO

Representatives:

N. J. Dinnen, Winnipeg, Man. A. T. Chambers, Vancouver, B.C. T. Mortimer & Co., Toronto H. E. O. Bull, Montreal, Quebec

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"Challenge"

POCKET KNIVES and RAZORS

RAZORS
Proven Patterns
Large Selection

ONE HUNDRED years ago the ***"Challenge"*** Trade Mark was copyrighted in Sheffield.

EVER SINCE, *"Challenge"* Cutlery has been made exclusively of the highest grade of English Steel and by the most expert workmanship.

TO-DAY, we offer a distinctive line of ***"Challenge"*** Knives and Razors, High in Quality, Correct in Finish and Design.

POCKET KNIVES
EXTENSION LINE
FOR EVERY PURPOSE

The Leading Wholesalers Will Supply You.
ASK US TO MAIL CATALOG

The Challenge Cutlery Corporation

BRIDGEPORT, CONN. - U.S.A.

OFFICE AND SALESROOMS,
106-110 LAFAYETTE STREET
NEW YORK, N.Y.

FACTORY:
BRIDGEPORT, CONN.

Canadian Selling Agent:
JAS. GERARD KERR
411 St. Nicholas Bldg. MONTREAL

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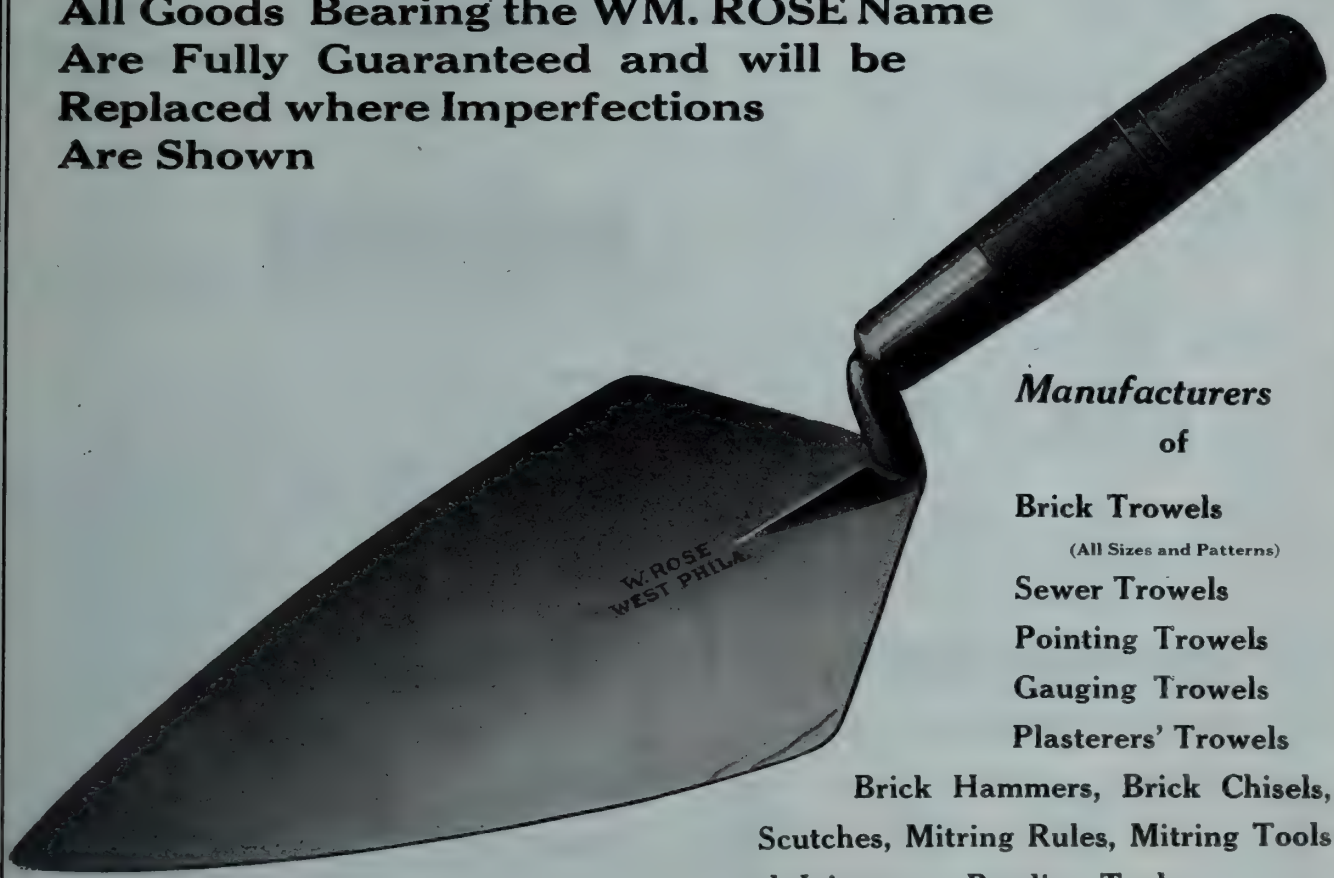
The Buy-Word For Trowels

ROSE

Demanded by the Best Workmen

All Goods Bearing the WM. ROSE Name Are Fully Guaranteed and will be Replaced where Imperfections Are Shown



Manufacturers
of
Brick Trowels
(All Sizes and Patterns)
Sewer Trowels
Pointing Trowels
Gauging Trowels
Plasterers' Trowels
Brick Hammers, Brick Chisels, Scutches, Mitring Rules, Mitring Tools and Jointers or Beading Tools.

Write for Catalog.

Wiebusch & Hilger Ltd.

106-110 LAFAYETTE ST. NEW YORK CITY, N.Y.

Canadian Selling Agent

Jas. Gerard Kerr 411 St. Nicholas Bldg., Montreal

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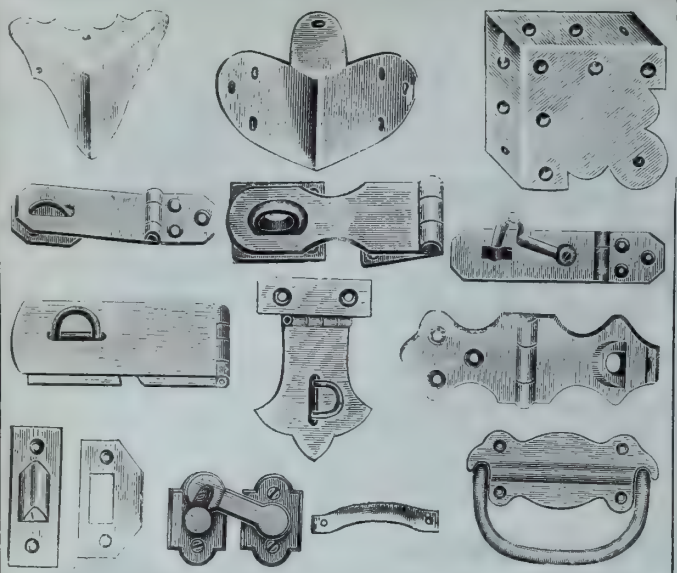


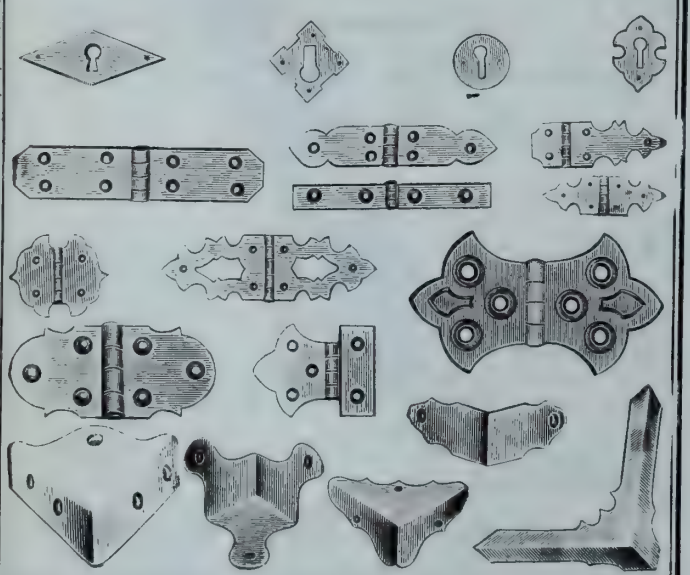
THE BRAINERD LINE

CABINET - REFRIGERATOR
BUILDERS -- FURNITURE -- CHEST

HARDWARE

THE MOST COMPLETE
LINE ON THE MARKET

THE BRAINERD MFG. CO.
EAST ROCHESTER, N.Y., U.S.A.

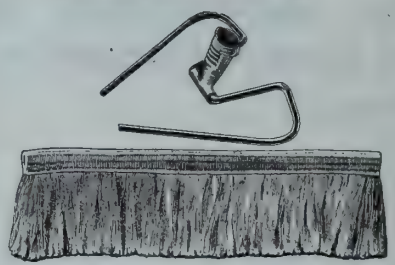


Duskil

Polish Mops
Polish Oil

Mops Complete
Per doz. $14.00

Polish Oil
(Pints 60c Size)
Per doz. $4.00

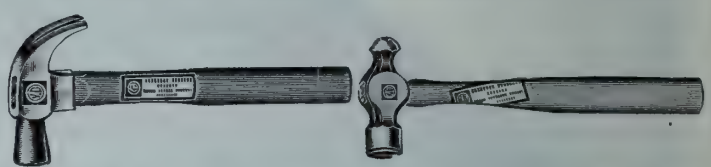


This shows cotton part slipped off for washing.

Towe & Towe
Exclusive Selling Agents
LONDON, CANADA

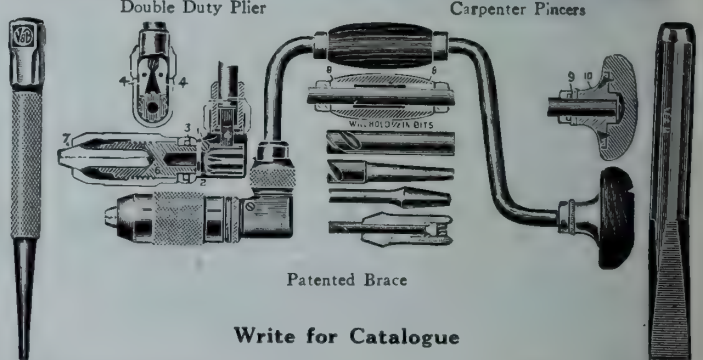
V & B TOOLS

Individually Tempered and Tested



Bell Face Nail Hammer — Balln Pein Hammer

Double Duty Plier — Carpenter Pincers



Patented Brace

Write for Catalogue

Nail Set — Cold Chisel

VAUGHAN & BUSHNELL MFG. CO.
Makers of Fine Tools
2114 Carroll Ave., Chicago
Represented by
ALEXANDER GIBB, 3 St. Nicholas Bldg., Montreal

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Sure! - - - - - It's Right if the Empire Says So

Absolute dependability, that is the big feature back of the

Empire Adjustable Aluminum Level

A series of exacting tests gives it an accuracy that is reliable. Workmen have come to accept this wonderful tool as the standard of authority—the last word in levels.

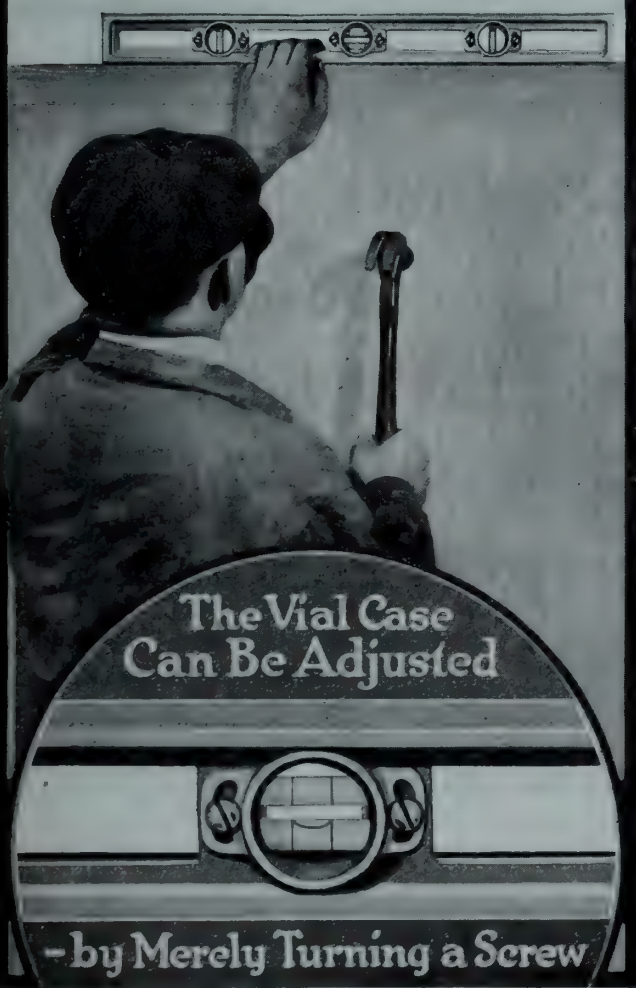
The adjustability of the vial case gives it double the usefulness. It levels off pitched as well as straight surfaces.

The level is made of a special process aluminum alloy to give it extra durability. It is light in weight and easily handled. Send for catalog.

Empire Level Mfg. Co.

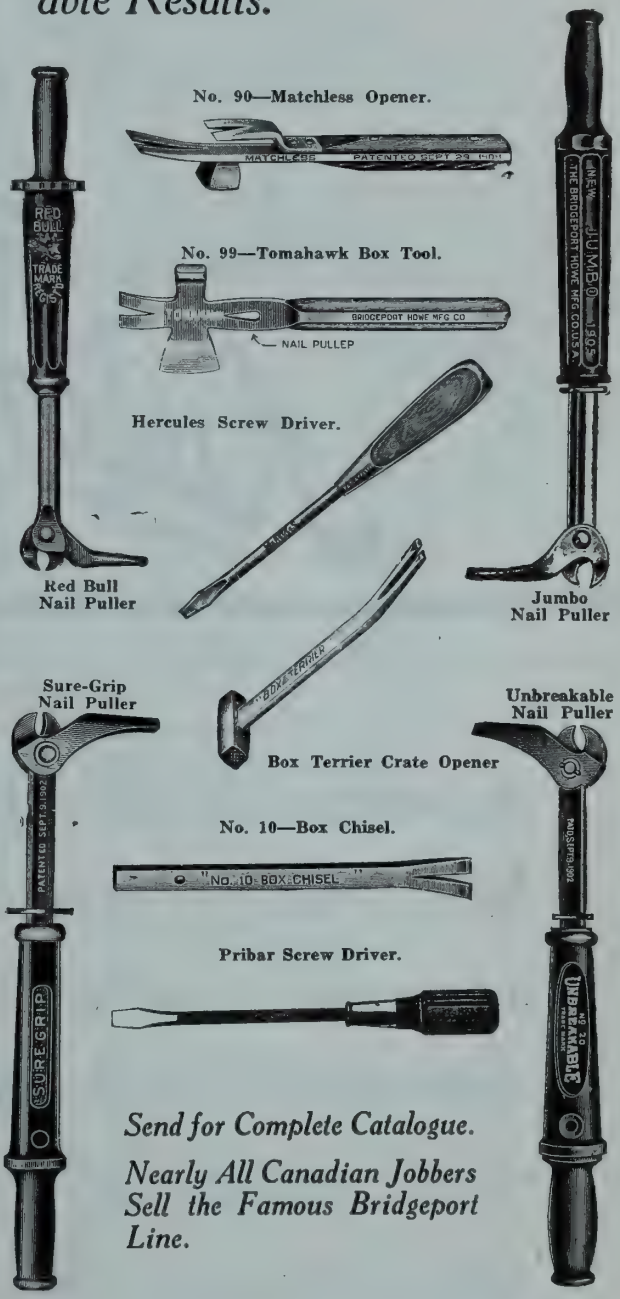
313 First Ave. **Milwaukee, Wis.**

Manufacturers of a complete line of wood and aluminum levels, hawks, darbies and floats.



BRIDGEPORT

A Popular Line of Tools that Sell Themselves with Profitable Results.



Send for Complete Catalogue.

Nearly All Canadian Jobbers Sell the Famous Bridgeport Line.

The Bridgeport Hardware Mfg. Corporation

Bridgeport, Conn., U.S.A.

Canadian Sales Representative: **W. J. Latimer**
122 Hilton Ave., Toronto

If interested tear out this page and place with letters to be answered.

Used by the World's Champions

The very fact that the famous "Falcons"—who won the Olympic Amateur World's Hockey Championship at Antwerp last spring—with one exception used Automobile Skates, will make all ambitious hockey players keen to use the same skates.

It will pay to use this big talking point freely when showing Automobile Skates to customers. It will make sales quickly and easily.

MADE of the same special steels as used in highest grade automobiles. Given the C.C.M. heat treatment, which produces the unusual combination of a glass-hard running edge over a tough core, making the blades practically unbreakable. Also heavily nickel-plated over copper to prevent rust.

Automobile Skates

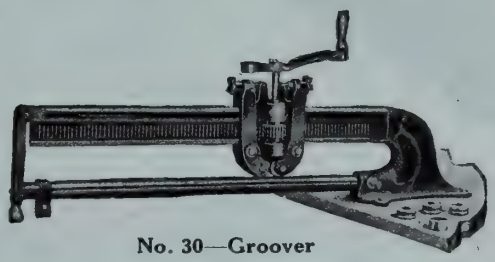
Made in Canada by
Canada Cycle & Motor Co.
Limited
WESTON
Montreal, Toronto, Winnipeg, Vancouver

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

If interested tear out this page and place with letters to be answered

Sheet Metal Working Tools

Steel Brake


No. 30—Groover

Increase Your Output

Hardware dealers and sheet metal workers in foreign countries will experience good results if they equip their shops with these efficient tools—the standard choice of Canadians.

B. B. Tools are built for service, and they "deliver the goods."

These tools will appeal to those customers who show a personal preference for unexcelled quality, as every machine manufactured by us carries an absolute guarantee of material and workmanship. They give maximum satisfaction at the minimum of cost. We shall be pleased to send our new No. 26 Catalogue to any interested party on request.

The Brown-Boggs Co., Limited

Hamilton, Canada

Manufacturers of Tinsmiths' Tools, Sheet Metal Working Machinery, Dies, Canning Machinery, etc.

Western Representatives: MESSRS. BISSETT & WEBB, LIMITED, Winnipeg and Edmonton

If interested tear out this page and place with letters to be answered.

The fastest cutting Saw made.

The newest in up-to-date Hand Saws is our No. 1914. Combines keen cutting qualities with improved features.

Maple Leaf Saws For Export

Hardwaremen on foreign shores know that Canadian made tools stand supreme in quality and service. They are the Standard of Canada.

Our saws are made on a high-standard basis that wins satisfactory sales and repeat orders for the dealer.

Maple Leaf Saws will satisfy mechanics in your country as well as Canada. You can sell these popuiar saws assured that every customer is a satisfied one.

The Premier Cross-Cut Leads; others follow.

Shurly-Dietrich Co., Ltd.

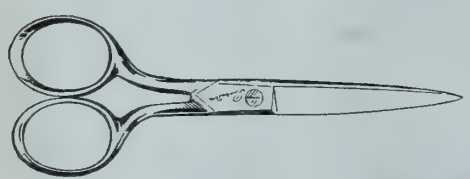
GALT, CANADA

Branches:

VANCOUVER OTTAWA

Crescent Ground — Easy Running.

Easily Fitted—Racer's Favorite.



"ACME" Shears and Scissors

Low-Priced—Serviceable

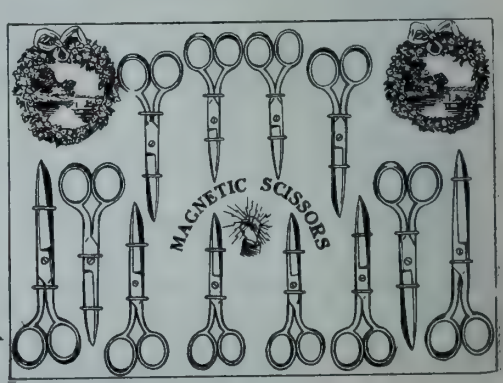
If you want fast-selling cutlery why not try the leading scissor makers of the world—"Acme"? With an output of 35,000 pairs daily we can give special service to Canadian orders, enabling you to handle small stocks and turn them quickly. Another point about that "35,000 pairs daily"—"Acme" shears sell splendidly. The specially hardened, sharp-cutting edges delight the customers, ensuring permanent trade.

The Acme Shear Company

Bridgeport Conn., U.S.A.

Incorporated 1882
Cap. Stock, $500,000

Canadian Agent: Mr. A. J. McCrae
23 Scott Street, Toronto



If interested tear out this page and place with letters to be answered.

How Is Your Mill File Stock?

Better be prepared for the demand.

All good saw mills use the dependable

P.H. and IMPERIAL FILES.

P H

IMPERIAL

"They Cut Faster and Wear Longer."

Be File-Wise.

INGERSOLL FILE COMPANY, LIMITED.

John Morrow Screw and Nut Co., Ltd.,
Sole Distributors,
INGERSOLL, ONTARIO.

Ask Your Jobber.

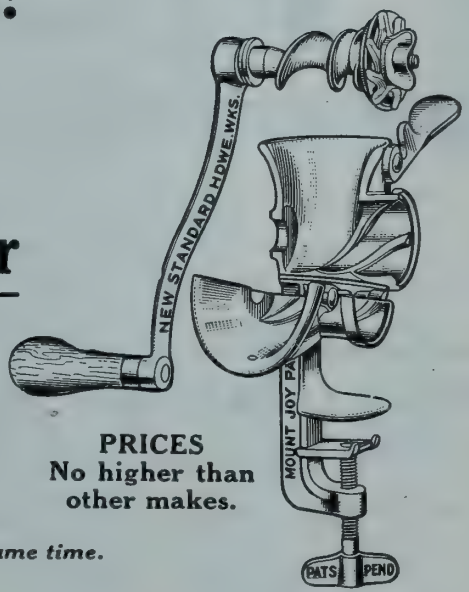
INGERSOLL

"CLICK"-and it's clean!

Here's a Food Chopper at last without a fault—one that almost cleans itself. As easy to wash as a saucer, because **"it opens like a book."** No cracks or corners where food can lodge. The

New Standard Food Chopper

has many superior features. It is in a class by itself for refinement of design, quality of workmanship and finish. The **easy-cleaning feature, alone, sells it on sight,** will increase your sales and bring you more satisfied customers. Investigate for yourself.



PRICES
No higher than other makes.

Send your order through your jobber—notify us at the same time.

"Ask the housekeeper who uses one."

NEW STANDARD HARDWARE WORKS
MOUNT JOY, PENNA., U.S.A.

Western Coast Representative:	*Central Western Canada:*	*Eastern Central Canada:*	*Eastern Canada:*
Kriangle Co. Vancouver, B.C.	Rodearmal-Davis Co. Minneapolis, Minn.	L. G. Beebe Toronto, Ont.	Richardson-Bureau Montreal, Can.

If interested tear out this page and place with letters to be answered.

For Permanence - Appearance - Convenience - Economy

Use

Decalcomania Transfer Name-Plates

(Made in Canada)

Your name-plate or trade-mark applied by a Decalcomania Transfer permanently identifies your product. It insures Your Quality to dealer and consumer, and insures you against substitution or removal.

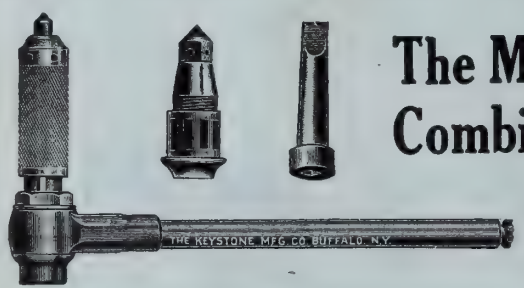
We also manufacture wood panel signs, cut-outs, and display racks of all kinds, decorated and lettered by the Decalcomania process. These have the classy hand-painted appearance that cannot be obtained by any other substitute for handwork.

Adjoining illustration shows a wrench board, which is a valuable and attractive form of dealers' help, size 8 inches by 28½ inches, in light golden oak, with display lettering in gold against a black back-ground—a forcible "silent salesman" that can be used either on the wall or in the show window.

CANADA DECALCOMANIA CO., LTD.

Factory and Offices:

364-370 Richmond St. W., Toronto



The Most Popular Ratchet Combination

The "Keystone" Reversible Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities. It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace. "Keystone" tools are known the world over for high quality. Sell them for profit and prestige.

Let us know if your jobber can't supply you.

The Keystone Manufacturing Co., Postal Station "B" Buffalo, N.Y.

"KEYSTONE" Drilling Post or "OLD MAN"

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

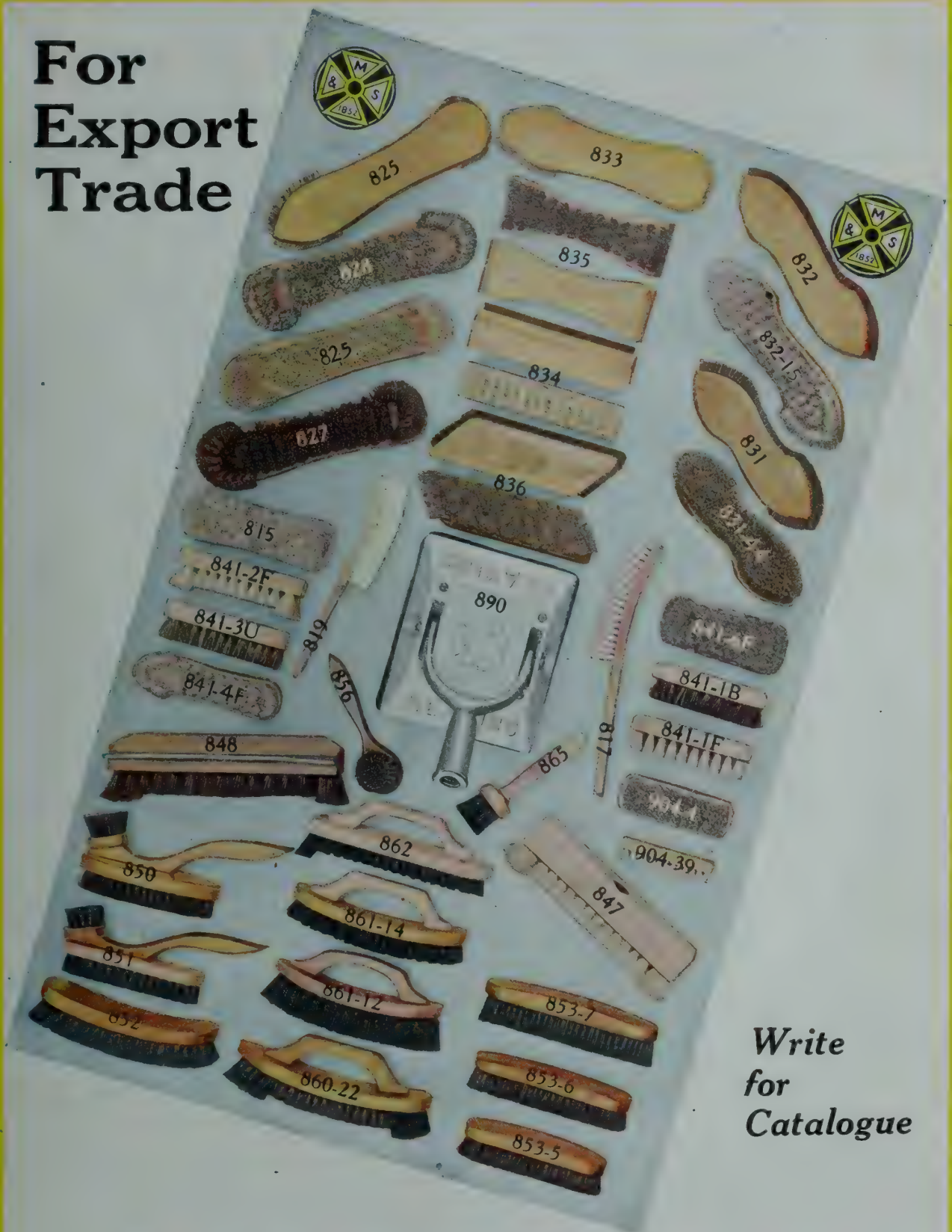
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**

For Export Trade



Write for Catalogue

Meakins & Sons Limited, Hamilton, Ont.

Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

EMBOSSED SHEET METAL LETTERS AND FIGURES, ALUMINUM AND BRASS

Eight styles, seven finishes. The 3" size figure used all over the country for numbering houses. Both letters and figures put up in Compartment Boxes, for display. See catalogue.

We also make Harness Specialties, Dog Hardware, Builders' Specialties, Tool Checks, Metal Signs, etc.

Write for Catalogue.

NIAGARA FALLS METAL STAMPING WORKS

Niagara Falls, N.Y.

Western Canadian Sales Agent: D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

THE WORLD-WIDE USE

OF

ALUMINIUM

IS DUE TO THE EXTREME CARE TAKEN BY OUR SPECIALISTS TO ENSURE HIGHEST PURITY AND FINISH IN ALL OUR PRODUCTS.

THE BRITISH ALUMINIUM COMPANY, LIMITED

263-267 Adelaide Street W., Toronto

Eastern Agents: Spielman Agencies, Montreal

WHITTALL CANS

for

Meats Vegetables Milk Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans

and

Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

MONTREAL

Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
R. H. Phipps, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

E. Roy,
65 1-2 St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Practice Putting on— WEED TIRE CHAINS in the Garage

It only takes a few moments to attach them when you know how. No jack required. Study the directions. Practice makes perfect. No danger of injury to tires.

THE careful driver regularly gives his car "the once over" every few days before he takes it out of the garage. He gives a turn or two to the grease cups—tests out the brakes, sees that there is a sufficient supply of oil, water and gasoline and that the batteries are in good condition, etc. By so doing he is assured, barring accidents, that he will have no trouble on the road. But—

HOW few there are that pay the slightest attention to the proper method of attaching Weed Tire Chains

Rain comes on, the road and pavements suddenly become slippery and treacherous—the car slips or skids—the Weed Chains, carried in nearly every tool box, are hauled out and a hundred to one the driver has only a hazy idea how to attach them. He fumbles around, gets hot under the collar and falsely accuses them of being a nuisance.

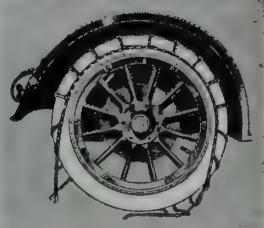
Women drivers are very numerous nowadays. They are driving out into the country over all sorts of roads—*they surely need protection against the dangerous skid.* How many of them know how to put on Weed Chains? Have you ever instructed your wife, your sister or your daughter?

The directions for attaching Weed Chains are simple yet most important. Avoid annoyances on the road—learn how easy it is to put them on correctly—*practice in the garage* and give the women instruction. It will amply repay you in security, satisfaction and comfort.

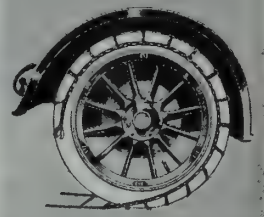
Printed instructions for attaching Weed Chains are packed in every bag—If you desire a copy write us and we will gladly mail it to you.

Weed Chains are also made to meet the demand for an efficient traction and anti-skid device for trucks equipped with single and dual solid tires or with the very large pneumatic tires. They are so constructed that they satisfactorily meet the requirements of heavy truck service in mud, sand or snow.

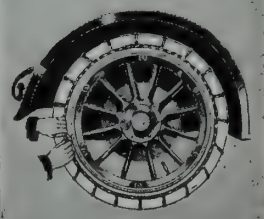
Observe these three fundamentals



Lay chains over wheel with hooks toward rear, and tuck the slack under front part of wheel.



Start car forward just enough to run over slack ends.



Hook chains as tightly as possible by hand.

Do Not Anchor

MR. DEALER: Write us for advertising material, also for names and addresses of nearest jobbers stocking Weed Tire Chains

DOMINION CHAIN COMPANY, Ltd.

Niagara Falls, Ontario, Canada.

We manufacture a complete line of welded and weldless chains—all types, sizes and finishes — and every link will hold for the purpose intended.

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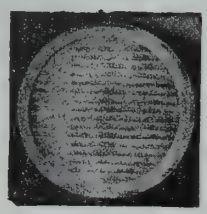
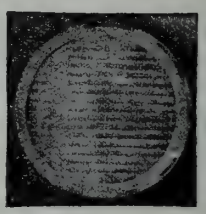
LEGALITE LENS

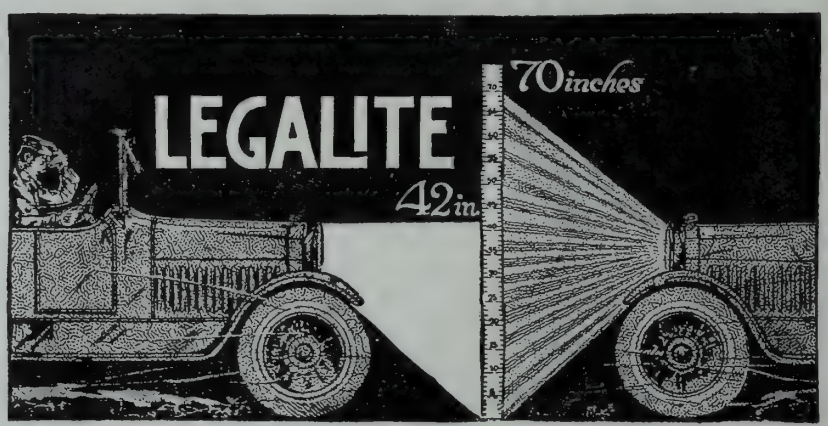
Accepted by Department of Public Highways

THE LEGAL-LIGHT



THE Department of Public Highways has recently announced that the Legalite lens has passed the required test and is accepted as complying with the Anti-Glare law passed last session of Provincial Parliament. This Legalite lens is, therefore, the legal and logical one for the Motorist.





Comply with the Law—More Light, No Glare

With the Legalite lens the motorist takes no chances of being apprehended by the law. It is legal and has received the endorsement of every Province in Canada and every State in the Union.

It is scientifically constructed so that the light beams are never more than 42 inches above the ground at any distance from the car, as required by the law. You get the light where you need it—on the ground, even when going up hill.

Dealers' Opportunity

The announcement of the Legalite lens passing the test of Department of Highways will surely create a big demand for Legalites. Be in position to supply the demand for the 150,000 passenger cars, commercial vehicles and trucks which will be obliged to be equipped with suitable non-glare device. Get your supply at once.

PRICES, PER PAIR

Sizes
8" to 8⅝" $4.25
8¾" to 9⅝" 5.25
9¾" to 11½" .. 6.75

HYSLOP BROTHERS

LIMITED

SHUTER AND VICTORIA STREETS
TORONTO, ONTARIO

PRICES, PER PAIR

Legalite Jr. Lens for Fords and Chevrolet 490.
8½" $3.25

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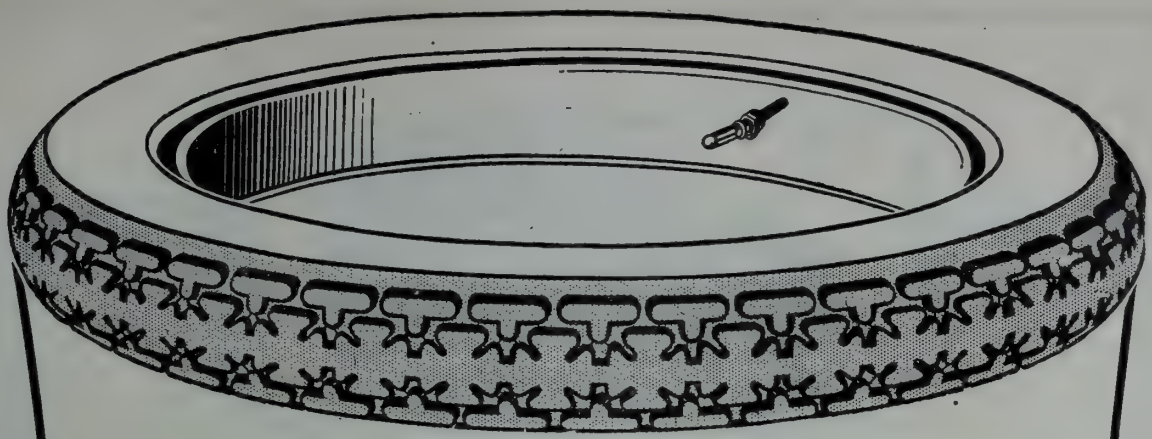


"GUTTA PERCHA" TIRES

are the "Tires that give satisfaction" to the Customer and to the Dealer who carries them. They will build up a profitable trade. You can safely recommend any accessories that bear the Gutta Percha Stamp.

Ajax Patches
For mending tubes.

Blowout Patches
Will always bring you home.

Pedal Rubbers
Keep foot from slipping.

Inner Tubes
"Gutta Percha" Brand

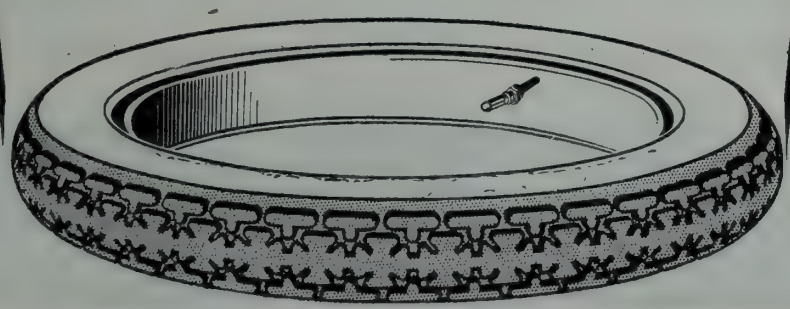
Interliners
Put new mileage in weak tires.

Weldacut
To fill cuts in tire tread.

Running Board Mats
Prevent slipping, save wear and add to appearance.

GUTTA PERCHA & RUBBER, LTD.

Head Offices and Factory—TORONTO
Branches in Leading Canadian Cities.



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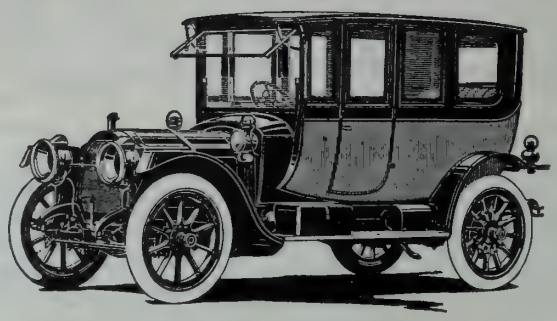

British Made Auto and Aeroplane Accessories

manufactured by the famous

S. SMITH & SONS LIMITED

Perfected to the rigid requirements of the British Ministry of War, are now being imported by us for the Canadian Accessories dealers.

Automobile Supplies

Mascots (the famous Old Bill, etc.)
Speedometers
Motor Clocks and Watches
Petrol Tank Gauges
Radiator Thermometers
"Sentry" Petrol Locks
Motor Lamps
Tire Pumps
Oil and Grease Squirts
Tool Kits
Mirrors
Magnetos
Garage Lamps
Inspection Lamps
Motor Jacks
Motor Trunks
Motor Tools
Matting—Aluminum
Matting—Rubber

Aeronautical Instruments

Smith's Aviation Instrument Boards
Revolution Indicators
Air Speed Indicators
Atmospheric Density Gauges
Altitude Recorders
Altimeters
Statoscopes
Smith's Anemometers
Smith's "Time of Trip" Aviation Clocks
Smith's Chronoscopes
Longitudinal Clenometers
Observer's Compasses
Admiralty Seaplane Compasses
Scout Compasses
Airship Compasses
The Baker Air Sextant
Aviation Signalling Lamps
Aviation Safety Belts.

K.L.G. Spark Plugs—standard in the Rolls-Royce car—adaptable to any car.

HYNDMAN SMITH COMPANY

Offices and Warerooms **248 St. James St., Montreal**

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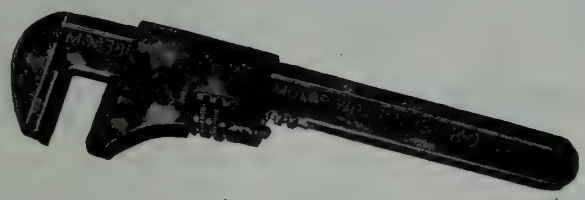


K-9 Adjustable Wrench

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

A Business-Building Line

THE dealer who sells Mossberg Tools not only makes a good profit—he gets a quick turnover on his stock and builds up his trade through satisfied customers.

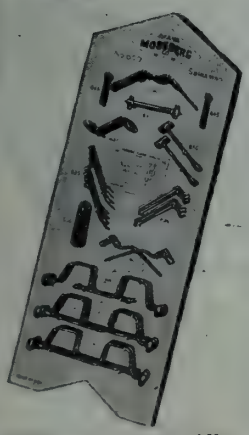
The completeness of the Mossberg line makes the possibility of a sale greater. There is a wrench or tool for every purpose.

The garage man, the motorist, the expert mechanic, each with his individual requirements, may find the right wrench among your Mossberg stock.

The Mossberg reputation for strength and service helps you to make your sales—it builds your business.

Write for complete 1920 catalog.

WALTER I. TUTTLE, *President and General Manager.*
FRANK T. CHASE, *Treasurer and Sales Manager.*
EVERETT L. FORD, *Secretary and Superintendent.*



"600" Board, Assortment of Necessities for Fords

"H" Board of Mossberg Indestructible All Steel Socket Wrenches

FRANK MOSSBERG COMPANY

WRENCHSMITHS FOR 20 YEARS

LAMB STREET

ATTLEBORO MASSACHUSETTS

FRANK MOSSBERG CO. ATTLEBORO MASS

Automotive Accessories

International Service

Combined Buying

means increased profits. You save time and trouble by combining orders to us for all your requirements. We feature duplicate parts for popular cars such as Ford and Chevrolet. You can depend on us for shop equipment of power and hand tools. To attempt purchasing these lines from different factories, means extra expense in time and money. We can supply you with everything for motor cars and trucks, and can make quick, complete shipments from stock.

Established in 1896, the B-R Co. service is based on 24 years' experience.

Tools and Hardware, Garage Equipment, Bicycles and Tires, Cycle Supplies.

Write for Prices, Terms and Catalog. Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

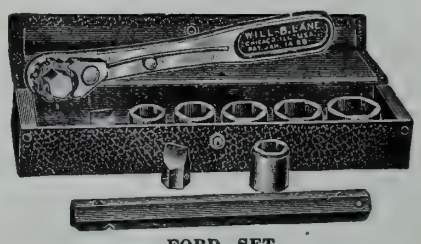
Branches—New York, San Francisco, Detroit, Pittsburgh and Kansas City. Cable Address—"Beckley." Codes—A.B.C. 5th Edition and Western Union.

Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.

SUPER-UNIQUE SET

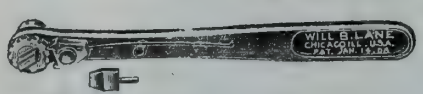


FORD SET

STANDARD SET

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

A line that meets many requirements and presents unusual selling opportunities for the dealer.



OFF-SET RATCHET SCREW DRIVER

Manufactured by

Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Illinois

If interested tear out this page and place with letters to be answered.

TRADE MARKS
B. S. A.

B·S·A

BRITISH MADE

Products of Master Gunsmiths

Perhaps no shot gun made has found such universal favour with sportsmen as the B. S. A., and since its introduction into Canada and the United States its popularity has constantly been increasing.

Nor is it strange, for sportsmen recognise in it a gun of unusual accuracy, unusual beauty, balance and all round adaptability. Made by gunsmiths whose one ideal is to produce better guns, it instantly attracts the appreciative eye of the outdoor man. A B. S. A. shot gun, placed on display, always wins admiring attention.

Its weight is scientifically distributed from breech to muzzle, its trigger-pull is smooth and sweet; it is a trustworthy pal of gundom. While no elaborate decorations embellish it, one glance at its trim, beautifully fashioned lines tells you at a moment that it is a thoroughbred.

B. S. A. AIR RIFLES

.177 and .22 calibres

Do not confuse the B. S. A. Air Rifle with the ordinary spring-controlled "air gun," the plaything of small boys. For in the B. S. A. Air Rifle are combined the accuracy and power of powder rifles without the dirt and noise, and it is vastly superior for indoor target practice.

We will gladly answer your inquiry with a booklet describing B. S. A. firearms in detail, and the terms upon which dealers handle them.

B. S. A. GUNS, LTD.
Birmingham
England

Sole Distributors for Canada
Fraser Company
10 Hospital St., Montreal, Canada
Stocks in Montreal
Write for Gun Booklet

Sole Distributors for U. S. A.
Production Equipment Co.
Inc.
5-9 Union Square, New York

If interested tear out this page and place with letters to be answered.

The TRADE MARK that Reflects the Truth

You need never hesitate in making any claim as to the safety of the Iver Johnson. Thumps, jolts, jars, knocks — cannot discharge it. You can actually "Hammer the Hammer." Only one way to discharge the Iver Johnson—pull the trigger all the way back.

That's why the Iver Johnson is easy to sell Sales are closed with a minimum of time and selling effort.

IVER JOHNSON SAFETY—AUTOMATIC REVOLVERS

The Iver Johnson stays sold. No comebacks, no complaints. Its automatic safety feature, its simplicity and strength of construction, its assurance of accuracy and dependability — all these features create good-will, which reacts favorably on Iver Johnson dealers.

Stock the entire line—22, 32, 32 special and 38 calibers, Hammer and Hammerless models with Regular, Perfect Rubber, and Western Walnut grips. Why not stock Iver Johnson shotguns too? Then you can capitalize on the entire Iver Johnson line of firearms.

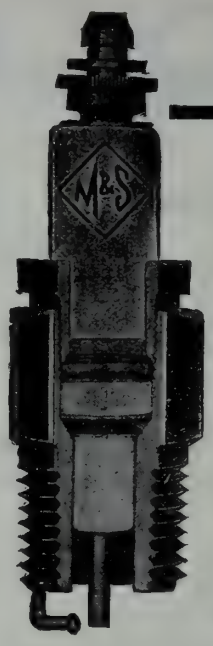
Send for free catalogs which show the entire line of Iver Johnson firearms. Complete dealer information will be sent you. Write for information on bicycles and motorcycles, too.

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.

99 Chambers Street
New York

717 Market Street
San Francisco

"The Safe Revolver to Sell"



M&S
The Plug with the Hotter Spark

The ball point of the "M&S" plug creates a larger and hotter spark, causing more complete combustion. This hot spark will give your car new life and more power.

The three-in-one terminal is adapted to any style ignition wiring. The high-grade chemically glazed porcelains are interchangeable—one porcelain fits all plugs.

No.	Models
500	½" Standard
501	⅝" Standard
502	⅞" Long
503	⅞" Long with Chevrolet Terminal
506	½" Long
504	Regular Porcelain
505	Chevrolet Porcelain

Dealers—The "M&S" plug is standard equipment on the new Overland "4". Ask your jobber for them.

MACHINE & STAMPING CO., Ltd.,
1209 King St. West,
TORONTO
Commercial Dept.
Russell Motor Car Co., Ltd.,

26

Have You Had Trouble With Your Tires?

MOST tire troubles can be traced to either too little or too much air pressure. Keep the pressure at the exact point recommended by the tire-maker and your tires will give less trouble and more mileage—to say nothing of greater riding ease. The Schrader Universal Tire Pressure gauge enables you to test the pressure easily and quickly anywhere, anytime. It is one of the indispensables for every motorist.

Price $1.75 anywhere in Canada.

Made in Canada by
A. Schrader's Son, Inc.
334 East King Street, Toronto
London, Eng., New York, Chicago

SCHRADER UNIVERSAL TIRE PRESSURE GAUGE

If interested tear out this page and place with letters to be answered.

EVERY CAR AT YOUR DOOR
A PROSPECT

Clark Double Purpose Heaters

Warm the Passengers in the Car

Warm the Engine While Standing

Put Joy In Winter Driving

Clark Heaters, with their double purpose feature, offer twice the sales opportunity for dealers. Canadian motorists, many of whom drive all winter, are delighted with the efficiency of Clark Heaters for warming the engine while standing, as well as for warming the passengers in the car while driving.

There is a splendid range of Clarks, and sales for them all. The Duchess, the No. 7X and 8A, as well as the 5B, 3D, 7C and 7D, are all worthy of careful investigation by the dealer, according to his trade and location.

The wonderfully lasting Clark Fuel is the backbone of the whole success. Clark Carbon Bricks are prepared for use in five minutes and given genial, comforting heat for from 12 to 14 hours. With the Clark there is no odor, smoke or flame. You are sure of agreeable warmth all day.

Clark Heaters fill an existing need. Every person who drives in winter is interested at once. The milkman, the baker, the rural letter carrier, the doctor and many others are ready purchasers of these useful heaters. The double purpose feature moves them quicker than ever.

Ask your jobber's traveller about these splendid sellers—You should stock them now.

Chicago Flexible Shaft Company

5608 Roosevelt Road - - - Chicago, Illinois

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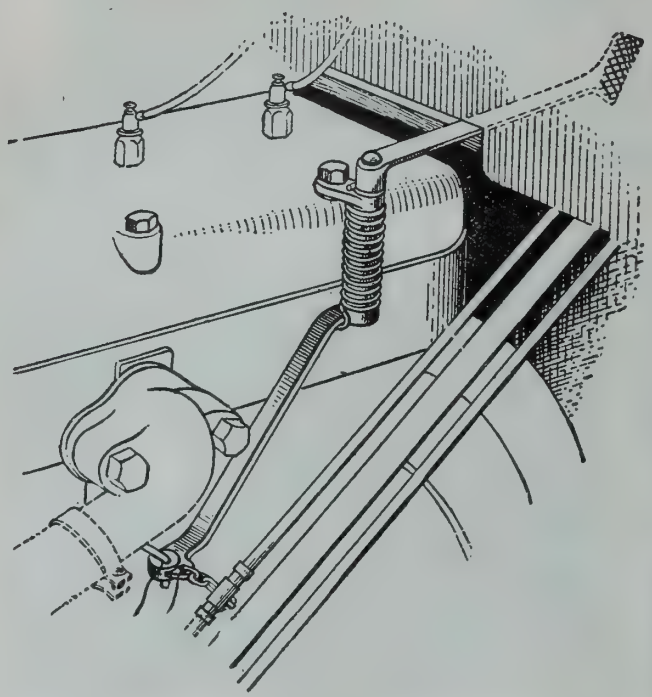
Adamson Foot Accelerator



Accelerator for Fords

Every Ford Owner a Prospect!

Every town has a good sprinkling of Fords, and every Ford owner is a prospect for the wonderful Adamson Foot Accelerator.

It affords perfect throttle control with the foot. Other cars have this convenience. Why not Fords?

Just one moving part, so there is nothing to get out of kilter.

Attached with a wrench and in a jiffy. And it won't rattle, not even one little bit.

Sells for $2.00.

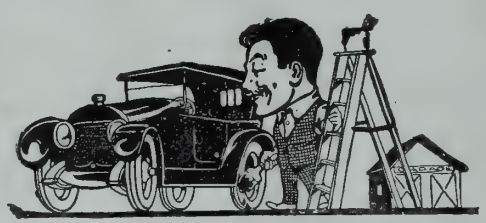
Makes every Ford owner a satisfied customer.

Manufactured by

Adamson Manufacturing Co.
Hamilton, Canada

Our prices will save you money, and we can make prompt deliveries.

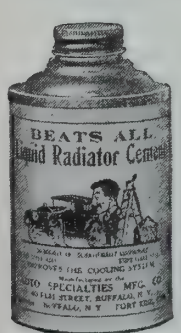
It's Easy BEATS-ALL Way



Supply your trade with either

BEATS-ALL Liquid or Powder RADIATOR CEMENT

Two Sizes—Liquid 50c. and 75c.—Powder 35c. and 50c.



Why resort to a soldering iron?—Use BEATS-ALL.

It is safe and dependable. When left in radiator acts as a preventive for new leaks.

Guaranteed to repair leaks quickly and permanently.

Dealers—write to-day for our remarkable proposition. It will pay you.

Auto Specialties Mfg. Co.
FORT ERIE, CAN.

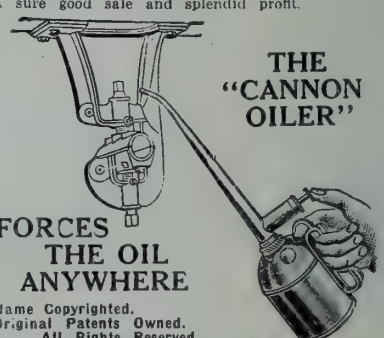
Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.

Ask any Thresherman, Mechanic or user.

A sure good sale and splendid profit.



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Successor to R. E. Bloomer.
Keithsburg, Illinois, U.S.A.

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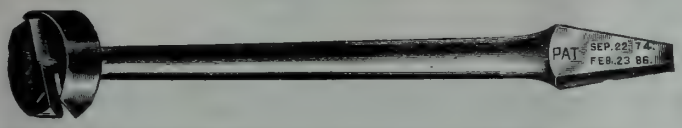
SKI, TOBOGGANS, SNOWSHOES and ACCESSORIES

Best Sellers Liberal Profits None Better Made

Order now for next season.

Write for catalog and Price List.

NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest Manufacturers of Ski in the World.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

The easiest way to renove tires from split rims. Fits all types of cross cut demountable rims. Collapses, holds rim collapsed while changing and forces rim back on tire again.

Price $6.00

Sold by

NORTHERN ELECTRIC CO., Ltd.

Montreal, Quebec, Toronto, Winnipeg, Calgary, Edmonton, Halifax, Ottawa, London, Regina

Removing Broken Ford Cylinder Bolts

A popular seller with all Ford owners. This set removes broken cylinder head bolts quickly—a frequent job on a Ford. Not necessary to take off cylinder head, for special guide holds drill accurately to line. Set consists of drill, guide and tap.

Send for Catalog 86-M.C.

Stevens & Company
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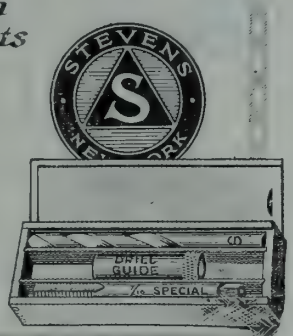


Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"Oil Cup"

"Ratchet"

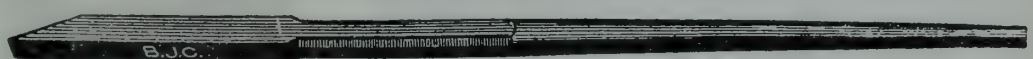
"D"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

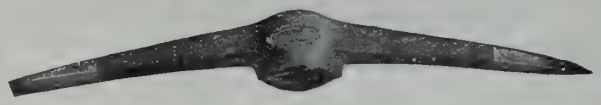
Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

Cameron Store Equipment

Our Specialty

Cameron & Company
74 Logan Ave. Toronto

PICKS



No. 5

Made of best high-grade, open-hearth steel, hammer forged and correctly tempered. Finished in black with polished points.

THE WARREN TOOL & FORGE COMPANY
234 Griswold St. Warren, Ohio, U.S.A.

PIPE STRAPS

(Electro-Galvanized)

Assorted Sizes

¼ inch to 3 inch

Also

Metal Stamping for Manufacturers

WALTER H. WICKWARE
53 Booth St.
OTTAWA CANADA

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

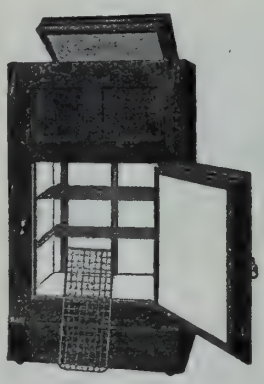
PLUMBS **SAND'S** LEVELS

Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, 23 Richmond Bldg.
TORONTO, ONT.



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SCREEN DOORS
WINDOW SCREENS
COMBINATION
SCREEN AND STORM
DOORS
RELIABLE GOODS AND
PROMPT SERVICE
WRITE FOR INFORMATION

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PARIS, ONTARIO

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Henry Rogers, Sons & Co., Ltd.
Estab'd. 114 Years
SHEFFIELD AND WOLVERHAMPTON ENGLAND

Representatives: Harry F. Moulden & Son, Winnipeg

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Maximum Driving Light

Interesting Proposition to Jobbers and Dealers

New

Stopglare Lens

New Stopglare Lenses have been passed upon by the Ontario Government and comply with the by-law governing headlights.

A Popular Lens at a Popular Price

Price $2.00 Prepaid

Sole Manufacturers

Ontario Plate Glass, Limited

Hamilton, Ontario

THE BANKERS HAVE AN ASSOCIATION to protect their interests. Membership is confined to banks that conform to legitimate banking practices.

Other professions and businesses have similar associations with a high ethical standard.

From the advertiser's standpoint, the greatest and most useful co-operative organization is the Audit Bureau of Circulations, comprising advertisers, advertising agents and publishers.

It protects the advertiser and his agent. They are enabled to know positively the facts regarding the circulation of the publications with which they place contracts.

It protects the publisher against unfair competition, as the falsifier of circulation statements is barred absolutely from membership in the A.B.C.

The experienced advertiser, before placing a contract for space, asks to be shown the A.B.C. credentials of the publication.

Hardware and Metal is a member of the A.B.C.

If interested tear out this page and place with letters to be answered.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED — EXPERIENCED HARDWARE clerk of good appearance, single, with good education, to spend two months at Toronto and then go to Winnipeg branch of company. Give all details in letter to Box 31, Hardware and Metal.

WANTED — HARDWARE TRAVELLER TO push handy side-line. Address Box 440, Hardware and Metal.

WANTED IMMEDIATELY — FIRST-CLASS hardware man for head clerk in retail store. State age, experience and salary. Box 63, Hardware and Metal.

WANTED—TWO EXPERIENCED HARDWARE salesmen for an aggressive Northern hardware firm. Kindly state age, experience, religion, married or single. Apply Box 15, Hardware and Metal.

WANTED—HARDWARE CLERK WITH FOUR or five years' experience. State particulars and salary expected to A. G. Dobbie & Co., Brockville, Ont.

WANTED—AN EXPERIENCED TRAVELLING salesman for wholesale and retail hardware firm in enterprising Northern city. Apply Box 23, Hardware and Metal.

WANTED

WANTED — ACTIVE FINANCIAL INTEREST in good paying hardware, or experienced man to take partnership. Box 60, Hardware and Metal.

SITUATIONS WANTED

CAPABLE MAN, WITH TWELVE YEARS' EXperience, would like to take charge of hardware store. Box 12, Hardware and Metal.

FOR SALE

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

THE FOLLOWING COKE TIN PLATES IN stock at Toronto warehouse for immediate delivery: 254 packages, 112 sheets, 100 lbs. basis, sizes 15 x 30, 18¼ x 26¼, 18¾ x 28, 25 x 28, 22 x 26, and 19 x 28. Primes and Wasters. Box 341, Hardware and Metal.

HARDWARE STOCK AND BUILDINGS FOR sale in town of 1,500 in best farming and fruit-growing district in Grey County. About twelve thousand will handle. Stock can be reduced Ill-health reason for selling. Turnover about forty thousand, can be increased. Box 18, Hardware and Metal.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

OPPORTUNITIES ARE BEING OFFERED EVERY WEEK ON THIS PAGE. ARE YOU MAKING USE OF THEM

HARDWARE and METAL'S unique circulation as proven by the ABC Audit is due to 32 years of honest effort to give the retail trade the best possible service.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

POULTRY LEG BANDS. EAR TAGS AND BUTTONS FOR STOCK

F.S. BURCH

Retail Prices

Single Spiral Colored Bands	$1.00 for 100
Ribbon Bands Colored	$1.65 for 100
Challenge Adjustable Bands	.90 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

RIDEAU SPECIALTY CO
MANUFACTURERS, SMITHS FALLS, ONT.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

WHEN WRITING TO ADVERTISERS PLEASE MENTION THIS PAPER.

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from

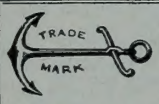
MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.



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We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

Sash Weights Wall Washers

All Kinds of

Plain Duplicate Gray Iron Castings

CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

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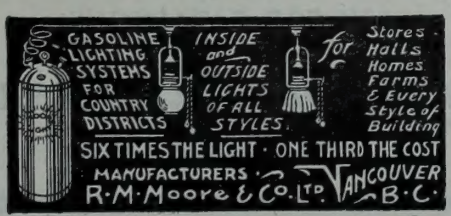
Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.



BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

ASBESTOS FURNACE CEMENT

made right at the door of supply. Quality the best, and prices right.

N. B. Prichard's Paint Works, Sherbrooke, Que.

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ALL STEEL — FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.
Hamilton, Ont.

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Tape *Electric* Splice

insist on these Brands

Northern SPECIAL
VICTOR NOR-EL-CO

Northern Electric Company
LIMITED

INDEX TO ADVERTISERS

Adamson Mfg. Co. 156
Ames-Holden-McCready Co. 129
Acme Waste Mfg. Co. 114
Acme Shear Co. 142
Aero Mfg. Co. 105
Aluminum Specialty Co. 119
American Rolling Mill Co. 27
Arnett, Thos. Lewis 86
Ashdown Hardware Co., J. H. 85
Atkins & Co., E. C. 103
Auto Specialties Mfg. Co. 156
Atlas Iron & Metal Co. 112
Atkins, E. C., & Co., Ltd. 23

Banwell-Hoxie Wire Fence Co. 138
Barnett Co., G. & H. 81
Barrett Co., The 93
Beach Foundry Co. 19
Barton Netting Co. 30
Beckley-Ralston Co. 152
Bemis & Call Hdwe. & Tool Co... 114
Berry Bros. 65
Bolinder, J. & C., Co. 119
Brainerd Mfg. Co. 138
Bowser, S. F., & Co. 65
Boeckh Co., Ltd., The 63
Brett Mfg. Co., Ltd. 86
Bradstreets, Ltd. 137
Bridgeport Hdwe. Mfg. Corp. 141
British Aluminum Co. 139
British Smelting & Refining Co. 31
Brown & Sharpe Mfg. Co. 23
Burrowes Mfg. Co. 108
Butterfield & Co. 132-133
Buffalo Specialty Co. 91
Brown-Boggs Co. 141
B.S.A. Guns, Ltd. 153

Calendar Mfg. Co., John 86
Cameron & Co. 157
Canadian Die Casting Co. 141
Can. Fairbanks-Morse Co., Ltd. .. 14
Canada Decalcomania Co. 144
Canada Cycle & Motor Co., Ltd. 73
Can. Foundries & Forgings, Ltd..130-131
Canada Metal Co. 73, 99
Canada Steel Goods Co., Ltd. 3
Canada Paint Co., Ltd.....Front cover
Canada Wire & Iron Goods Co. .. 114
Canadian Tube & Iron 30
Can. Potato Machinery Co. 123
Canadian Winkley Co., Ltd. 157
Cane & Sons, William 107
Cannon Oiler Co. (successors to R. E. Bloomer) 156
Champion Ignition Co. 131
Carborundum Co. 24
Carswell, Morris & Co. 114
Chicago Flexible Shaft Co. 155
Channel Chemical Co...Inside front cover
Chicago Spring Butt Co. 107
Clayton & Lambert 114
Clemson Bros., Inc. 16-17
Carhartt, Hamilton Cotton Co. 125
Cartland, Jas., & Sons, Ltd. 105
Canadian John Wood Mfg. Co. 114
Carter White Lead Co., Ltd. 107
Caverhill, Learmont & Co. 4
Chamberlain Desolvo Co. 114
Chesterman, Jas., & Co., Ltd. 135
Climax Baler Co. 141
Coghlin, Ltd., B. J. 157
Collette Mfg. Co. 109
Connor, J. H., & Sons 18
Consumers Cordage Co. 139
Colt's Patent Fire Arms 132
Crane Limited 114
Crescent Co., The 116

Dayton Scale Co. ....Outside back cover
Davidson Mfg. Co., The Thos. 105
Diamond Saw & Stamping Works.. 141
Dazey Churn Co., Ltd. 12
Disston, Henry & Sons 124
Dominion Belting Co. 122
Dominion Chain Co., Ltd. 147
Dominion Metal Co. 141
Dominion Steel Metal Corp. 79
Doon Twines, Ltd. 141
Dowswell, Lees & Co. 20
Duluth Show Case Co. 87

Empire Level Mfg. Co. 139
Eddy Co., E. B. 15
Ellis & Sons, Fred. 106
Eureka Planter Co. 67

Flint Varnish Co., Ltd. 77
Fryac Mfg. Co. 48-49

Gendron Mfg. Co. 108
Geneva Cutlery Co., Ltd. 23
Gipe-Hazard Co., Ltd. 122
Gillette Safety Razor Co. 32
Glidden Co., The 69
Graham Nail Works, The 99
Great Western Smelting & Refining Co. 122
Goodell-Pratt Co. 13
Greening Wire Co., Ltd., B. 33
Greb Co., The 141
Greenfield Tap & Die Corp. 25
Guelph Spring & Axle Co. 141
Gurney Foundry Co. 29
Gutta Percha & Rubber Co. 149

Hamilton Gas Mantle Co. 122
Hamilton Cotton Co. 107
Hamilton Tar & Ammonia Co. 109
Hamilton Stamp & Stencil Works.. 141
Hamilton Stove & Heater Co. 6
Hobbs Mfg. Co., Ltd. 81
Harvey Hubbell Co., Ltd. 21
Hanson, J. H., & Co. 120
Hoyt Metal Co. 115
Hurtubise Ltd. 109
Hutton & Co., James 122
Huther Bros. Saw Mfg. Co. 119
Hyslop Bros., Ltd. 148
Hyndman & Smith, Ltd. 150

Imperial Varnish & Color Co. 77
Ingersoll File Co., Ltd. 143
Imperial Bit & Snap Co. 122
Iver Johnson Arms & Cycle Works 154

Jardine & Co., A. B. 124
Jennings Mfg. Co., Russell 141
Jenkins Bros., Ltd. 28

Kales Stamping Co., Ltd. 134
Keystone Mfg. Co. 144
K. P. Products Co. 159
Kent, Garvin & Co. 122
Kinread, R. R. 86
Kinzinger, Bruce & Co. 141

Laidlaw Bale Tie Co. 134
Lamplough & Co., F. W. 110
Landers, Frary & Clark 2
Lane, Will B., & Co. 152
London Rolling Mill Co. 111
Lufkin Rule Co. of Can., Ltd. 102

Macfarlane, A., & Co. 22
Mab Company, The 109
Machine & Stamping Co. 154
Manning, Hinton & Brissender 141
McArthur Irwin Co. 70-71
McArthur & Co., Alex. 99
Martin & Co., The L. 111
McDougall & Co., R. 111
Meakins & Sons 145
Mica Co. of Canada 141
Ministry of Munitions 95
Montreal Rolling Mill Co. 97
Millers Falls Co. 26-27
Mossberg, Frank & Co. 151
Moore & Co., Ltd., Benjamin 61
Moore & Co., Ltd., R. M. 141
Morrison Brass Mfg. Co., Jas. 117
Myers & Bros., F. E. 111

National Spark Plug 48-49
National Electric Heating 117
Nagle Mfg. Co., H. 30
Niagara Falls Metal Stamp'g Works 146
New Standard Hdwe. Works 143
Nicholson File Co. 121
Northern Bolt, Screw & Wire Co., Ltd. 146
Northern Electric Co. 141
Northwestern Chemical Co. 129
Northland Ski Co. 157
Nova Scotia Steel & Coal Co. 111
North Star Oil Co. 86

Oakey & Sons, Ltd., John 121
Oneida Community Co. .Back cover, 101
O-Rib-O Mfg. Co. 87
Ontario Plate Glass Co. 159
Ottawa Paint Works, Ltd. ..... Inside back cover
Owen Sound Wire Fence Co., Ltd.. 141

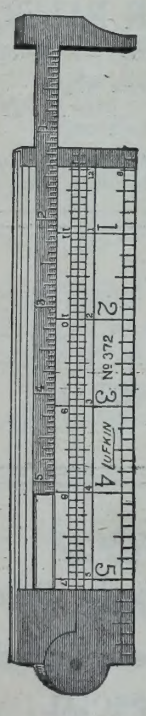
Parmenter, Bulloch & Co. 110
Pink Co., Thos. 144
Plymouth Cordage Co. 5
Prairie City Oil Co., Ltd. 87
Pratt & Lambert 75
Progressive Mfg. Co. 157
Ramsay & Son Co., A. 67
Reed & Co., Geo. W. 110
Rice Lewis & Son, Ltd. 1
Rideau Specialty Co. 158
Rogers & Son, Henry 158
Rowbotham, T. E., & Son 119

Sand Sons, J. 158
Schultz Mfg. Co., Ltd. 31
Schrader & Son, A. 154
Saskatchewan Glass & Supply Co... 87
Shaler, C. A., & Co., Ltd. 132
Sheet Metal Products 11
Sanderson-Harold 158
Shaler Co., C. A. 128
Simonds Canada Saw Co. 108
Shurly Co., T. F. 119
Shurly, Dietrich Co. 142
Sheffield Twist Drill Co. 119
Simms & Co., T. S. 89
Slater & Barnard, Ltd. 135
Stanley Rule & Level Co. 8
Stanley Works, The 99
Standard Tube Co., Ltd. 139
Starrett Co., L. S. 24
Steel Company of Canada 9
Steel Trough & Machine 119
Star Mfg. Co. 112
Stauffer-Dobbie Co. 10
Stephens Co., G. F. 83
Stevens Company 157
Still Mfg. Co., J. H. 116
Stratford Brass Co. 116

Toronto Lock Co. 103
Trees & Co., Samuel 126
Trimont Mfg. Co. 116
Turner & Sons, J. J. 143
Towe & Towe 138
Taylor-Forbes Co., Ltd. 126
Toronto Plate Glass Import Co. ... 81
Turner & Sons, J. J. 158

Union Iron & Metal Co. 100
United States Sand Paper Co. 106
United Brass Founders & Engineers, Ltd. 115

Vaughan & Bushnell 138
Vol-Peek Mfg. Co. 30
Ward & Smith, Ltd. 119
Want Ad. Page 140
Warren Tool & Forge Co. 158
Westco Pumps, Ltd. 140
Western Clock Co., Ltd. 34
Western Hardware Co. 86
Ward & Payne Co., Ltd. 112
Wheeler & Bain 108
Whittal Can. Co., Ltd., A. R. 146
Wiebusch & Hilger, Ltd. 136-137
Wickware, W. H. 158
Wilckes-Martin-Wilckes 141
Wilkinson & Kompass 158
Wilt Twist Drill Co. of Canada, Ltd. 7
Woods Mfg. Co. 112
Woods & Co., Walter 112
Wrought Washer Mfg. Co. 112
Wright, E. T. Co. 30



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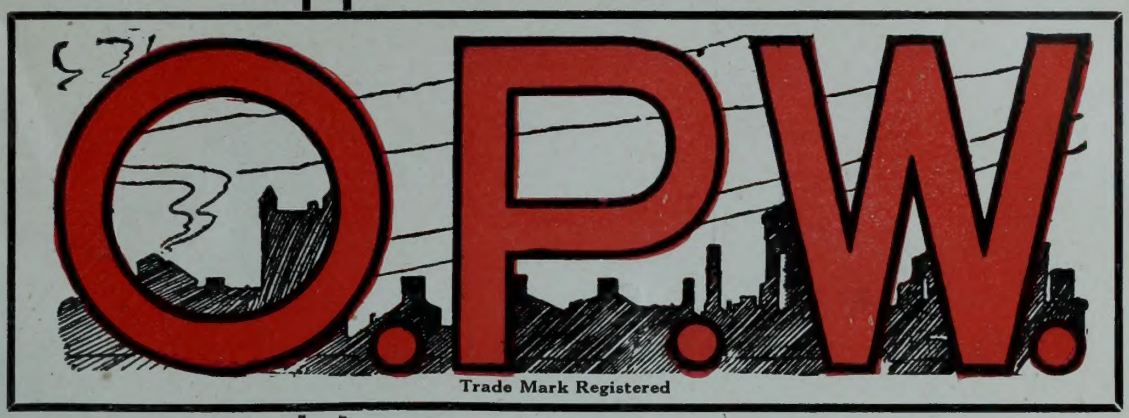

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